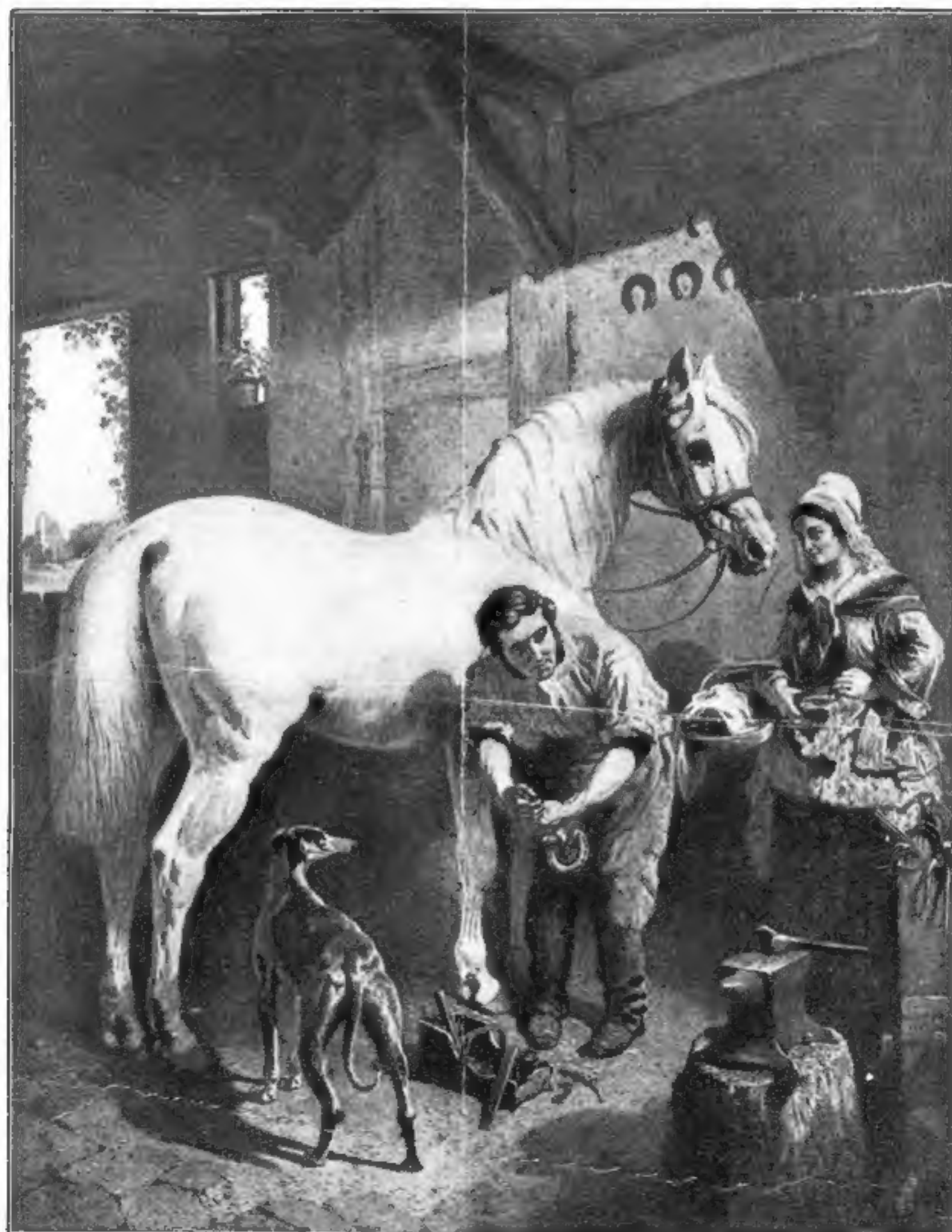


THE LARKIN FAMILY MAGAZINE

APRIL 1908



Ready-to-Wear Jumper Suits and Wash Dresses

Skillfully tailored from material of reliable qualities
A careful selection of the most correct styles



Our Wearing-Apparel Catalogue Mailed Postpaid on Request.

JUMPER SUITS

No. 603. One given for three Certificates.

A stylish Jumper Suit made from Amoskeag A. F. C. Gingham. Yoke and sleeves are of Swiss embroidery, trimmed with pearl buttons. Skirt is trimmed with tailored strapping. Choice of Blue-and-White or Pink-and-White check.

No. 910. Suit given for ten Certificates.

Skirt only, given for seven Certificates. Skirt measuring 4 1/2 yds. at hem given for one Certificate additional.

Suit is made of superior quality of taffeta silk.

Waist is made with tucks both front and back to give extra fullness. Ornamented with buttons; closes in back.

Skirt made with side-plaits and side hip-panels. Front has two box-plaits, and back inverted plaits. Measures 4 yds. around the hem.

No. 413. One given for thirteen Certificates; or free with \$10.00 worth of Larkin Products for \$18.00; or free with \$26.00 worth.

Skirt only, given for ten Certificates.

Suit is made of superior quality of Taffeta silk. Waist is made in Jumper style with half-inch tucks around the arm and down the front forming plaits which extend over the shoulder and down the back giving extra fullness; one stitched strap over each shoulder ornamented with buttons front and back; closes in back.

Skirt is made with twenty-nine plaits, five narrow alternating with one wide. Measures 4 1/2 yds. around the hem for average-size skirt.

COLORED WASHABLE DRESSES

To mail, 24 cts. postage required.

No. 81 1/2. Given for one-and-one-half Certificates.

A neat tailored Shirt-Waist Suit, made from Simpson's Percale. Choice of Black-and-White checked, Dark Blue figured or Gray figured.

No. 902. One given for two Certificates.

Shirt-Waist Suit of Simpson's Zephyrette. The waist has a high bias yoke extending across the front and down the center. Fine tucks give the desired fullness to the front. The back has a bias strap down the center and four 1/4-in. tucks running from the shoulder-seams to the center of the waist-line; three-quarter-length sleeves; closes in front.

The skirt has seven gores stitched below the hips, where side-plaits are formed giving a wide graceful flare at the bottom. A bias fold extends around the skirt which gives a smart tailored finish. The skirt has a three-inch hem at the bottom, and a band of tape down the center of the back to prevent sagging. Choice of Blue-and-White or Black-and-White Shepherd checks.

No. 1002. One given for two Certificates.

Shirt-Waist Suit in a neat-tailored effect, made of Amoskeag striped Gingham, trimmed with bias-stitched straps of same material.

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SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS,
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Larkin Co.
ESTABLISHED, 1875

FACTORIES, LABORATORIES AND
GENERAL OFFICES,
BUFFALO, N. Y.

THE LARKIN FAMILY MAGAZINE

VOL. VIII. No. 2.

APRIL, 1908.

TWENTY-FIVE CENTS A YEAR.

Odd Tales About Musicians *

By Edwin Tarrisse

Musicians as Financiers.

THE coolness with which Adelina Patti always demanded the largest possible price was staggering to those who had occasion to negotiate for her services. In this connection a retort by her has become historic.

When she was told that even the President of the United States did not receive nearly so much for his services as she demanded for hers, she answered, "Very well; get the President of the United States to sing for you."

Other artists have shown an equally thrifty desire to feather their nests. When Paganini was asked, many years ago, to play at Vauxhall Gardens, he inquired how many persons the place would hold.

"That is impossible to say," said the manager. "It is a large, open space."

After some reflection the great violinist inquired, "How many will the large, open space contain when quite full?"

"Perhaps twenty thousand."

"Ah, twenty thousand people! And you ask how much?"

"Four shillings each."

"Four shillings each! Twenty thousand at four shillings make eighty thousand. Eighty-thousand shillings, four thousand pounds. Well, I will play in one concert for three thousand pounds, and you may have the other thousand."

A Happy Drummer.

Hans von Bülow, the famous leader and composer, was one of the most eccentric members of a profession wherein eccentricity is common. It is related that one day, while walking the streets of Vienna, Bülow came upon a regimental band on its way to the castle. Immediately he ran to the middle of the street and joined the small boys about the drummer. Following the band, he kept bowing to the surprised drummer, applauding him at almost every beat.

"That is rhythm! Excellent! That's the way I like to hear it!" he continued to ejaculate, to the surprise of all, and to the great delight of the small boys.

Persons in the street began to recognize the famous pianist, and joined the procession, so that the band had one of the largest audiences to which it had ever played.

Bülow listened attentively to the end of the last piece, and then made a deep bow before the drummer and his instrument.

*Copyright, 1908, Assoc. Sunday Magazines.

"Thank you," he said. "That was refreshing! That puts my nerves in good condition again!"

It is said that when the drummer learned who his strange admirer was, he was the proudest man in the regiment.

The King Was Posted.

There is a good story told of a prima donna named Marie Frausch, who lived in the time of Frederick the Great. Whenever anything or anybody displeased the haughty Frausch, she, after the manner of prima donnas in general, would suddenly become too hoarse to sing. One evening there was to be sung an opera in her repertoire, and it was expected that the king would attend.

At the appointed hour the manager came forward and announced that, owing to a sore throat, Fraulein Frausch was unable to appear.

The people were preparing to leave the house; but his Majesty rose and commanded them to keep their seats. A few moments afterward an officer and four dragoons entered the capricious singer's room.

"Fraulein," said the officer, "the king inquires after your health."

"The king is very good," said Frausch, with a pout; "but I have a sore throat."

"His Majesty is aware of the fact, and has charged me to take you to the military hospital to be cured."

Fraulein, turning very pale, suggested that they were jesting; but was told that Prussian officers never indulged in persiflage. Soon she found herself in a coach with four men.

"I am a little better now," Frausch faltered, "and I will try to sing."

"Back to the theater!" said the officer to the coachman.

The Fraulein began to think she had yielded too easily. "I shall not be able to sing my best," she interposed.

"Pardon, Fraulein," responded the officer, "but I think you will."

"And why?"

"Because two dragoons in attendance behind the scenes have orders to carry you off to the military hospital at the least cough."

Fraulein Frausch never sang better than she did that night.

Mozart's Score.

Of the musical geniuses who have delighted the world, probably more stories have been told of Mozart than any other. The biographies of this genius read like

romances, so full are they of anecdotes of his marvelous precocity. When four years old he played minuets and learned music with facility; and at the age of six he composed a concerto for the harpsichord, which, though written strictly in accordance with the principles and technic of his art, was yet so overloaded with difficulties that it could not be played.

It is related that Mozart once happened to put off some music that he had been engaged to furnish for a court concert so long that he had not time to write out the part which he himself was to perform.

The Emperor Joseph, who was of a curious turn, chanced to be in the composer's



Had His Part in His Head.

studio, when he asked, "Where is your part? I do not see it among these sheets of music."

"Here," responded Mozart, with a bow, touching his forehead.

He Fixed the Piano.

Gottschalk, the pianist, was noted for his enormous physical strength, almost as much as for his brilliance as a pianist. On one occasion he gave a practical illustration of his strength, which, while it did not display his disposition in the most amiable light, undoubtedly afforded him much satisfaction.

He was, in concert, playing on a piano that was built on a new model, one of the peculiarities of which was that the lip of the keyboard cover projected farther over the keys than in most pianos, when the instrument was open for playing. Gottschalk, who was accustomed to throw up his hand to a considerable height during the performance of brilliant passages, and was unused to this new form of keyboard, constantly hit his knuckles against the projecting lip.

This repeated rapping of his knuckles at last began to have an irritating effect on him, as the audience could plainly see. Suddenly, after a particularly hard rap, he stopped short in the middle of his selection, wrenched the offending cover out of the instrument by main force, and hurled it



Paganini the Thrifty.

across the platform with great violence. Then, with a smile of the greatest satisfaction, he reseated himself at the piano and continued his playing.

How They Liked Their Trade.

There is an instance, rare in the profession, of a musician who had little enthusiasm for her calling; just as Fanny Kemble, the actress, was by no means enamoured of the stage, and would have quit it had not circumstances bound her there. A brilliant young violinist, a native of Holland, played one day for Edward VII., when he was the Prince of Wales.

"Is there anything you care more for than your Stradivarius?" asked the Prince, expecting, of course, a negative reply.

The young Netherlander colored a little. "The violin is not an absorbing passion with me, Your Highness," she replied.

"Ah! Perhaps you have a leaning to another branch of art?" suggested the Prince.

"Indeed, I have not!" the violinist said in a burst of confidence. "But, Your Highness, I just love to cook! I really believe I should make an excellent chef, if I had the opportunity to practise."

On the other hand, there may be cited an exceedingly loyal attitude toward his profession on the part of Roger, the great French tenor. A sensitive soul, he was prone to take offense at any slight, whether intentional or not.

On one occasion he was engaged for twelve hundred francs to sing at the house of a wealthy financier. Roger sang his first song magnificently; but no one paid him the slightest attention, and the guests continued to talk their loudest.

Presently the host thought the time had come for another song, and sent for Roger. He could not be found, and that evening was seen no more. Next day there came a note from him, accompanied by fifteen hundred francs. The note ran something like this:

She Loved to Cook.

"I have the honor to return the twelve hundred francs which I received for singing at your function; and I beg leave to add three hundred francs thereto for having so greatly disturbed the conversation of your guests."

A Master's Rage.

Handel was much given to flying into eccentric rages, though he was not a wholly unkind man. He knew his power, says a biographer, as every genius knows his power, and it is not surprising that he was thought to be over-proud and egotistical. He would deal out torrents of abuse when "t'ings vos mixed," to understand

which one required an intimate acquaintance with at least four languages,—English, French, German, and Italian. Yet these rages, it has been said, were the



Handel Roared at Her.

healthy outbursts of a great mind, not morbid, jealous feelings.

Such fits of wrath led to amusing scenes. Handel thundered and roared at Cuzzoni when she refused to sing an air he had written for her, and she did so only from fear lest he should give effect to his threat to throw her out of the window.

Again, he administered a thorough rating to a chorister named Jansen, who had assured Handel that he could sing at sight.

"You schoundrell!" yelled Handel, shaking his fist in a threatening manner underneath the nose of the frightened chorister. "V'at do you mean by delling me dot you could sing at sight?"

"So I can, sir," stammered Jansen, completely unnerved; "but not at first sight, sir."

In 1753, in the Lenten season, a minor canon from the Cathedral of Gloucester offered his services to Handel. His offer was accepted, and he was employed in the choruses. Not satisfied with this department, the canon requested leave to sing a solo, that his voice might appear to more advantage. This request was also granted, but he executed his solo so little to the satisfaction of the audience that, to his great mortification, he was violently hissed.

When the performance was over, Handel, who for once was not in a rage, came to the unfortunate and said, "I am very, very, sorry for you, my dear sir; but go back to your church in the country. God will forgif you for your bad singing; dese wicked beoples in London, dey will not forgif you."

A One-Cent Two-Ounce General Letter-Post. A Cheap Local Rural-Post.



PON the Postal Service more than upon anything else, does the general economic, as well as the social and political development of the country depend."

(Hon. Jesse Overstreet, Chairman, Postal Committee of the House of Representatives of the 60th Congress. Report Postal Commission, January 28, 1907.)

To the Voters of the United States:

With the powerful Chairman of the House Postal Committee holding these views as to the post-office, the public need only announce their will as to this wonderful service to have that will quickly enacted into law.

A one-cent two-ounce general letter-post would benefit everybody. It would save to the general public over \$80,000,000 in postage. A local service on our rural routes limited in weight to twenty-five pounds, in bulk to the capacity of the standard suitcase or of the standard peach-basket, with rates on parcels up to the capacity of one-eighth the standard suitcase, five cents; the full suitcase or the standard peach-basket, ten cents; would save tens of millions of dollars a year to the 4,000,000 families on our rural routes, and would so increase the rural revenues as to meet any possible temporary loss from the reduced rate.

House of Representatives Resolution 16640 and 16641 have been introduced to carry out this program.

In order to express your wishes thereto, we suggest that you write a letter after the style of the following; date it, giving your town and state; sign it yourself and have it signed by your neighbors with full address in ink; fill in the name of your Congressman and mail to his address, U. S. House of Representatives, Washington, D. C.; also send a copy to the Honorable Jesse Overstreet, Chairman Committee on Post-offices and Post Roads, U. S. House of Representatives.

THE POSTAL PROGRESS LEAGUE
361 Broadway, New York City.

Hon.....
U. S. House of Representatives,
Washington, D. C.

Dear Sir:—

H. R. 16640 providing for a one-cent two-ounce general letter-post, and H. R. 16641 providing for a cheap local service on our rural routes would be of great benefit to the general public as well as to ourselves. We respectfully ask you to do all in your power to secure the enactment of these or similar bills into law before the close of this Session of Congress.

Please reply by early mail.

Cordially yours,

How to Save Freight

WHEN possible make your order for Larkin Products aggregate \$20.00 of list-value. It will pay two customers to do this by combining a \$10.00 order from each into one under one name and with one remittance on one Order-blank; or, it will pay a customer to make a \$20.00 purchase of \$20.00 worth of Products with Premiums to the value of ten Certificates at one time; or, a purchase of \$20.00 worth of Products which without a premium we sell for \$10.00; because when you order Products to the list-value of \$20.00 we will pack in one case the Products on which the railroad's freight-charge is based approximately on what they call fourth-class rates and which are nearly 50% lower than first-class rates. We will pack separately the Products of lighter weight (in proportion to price) which take the higher rates, so that you will not have to pay first-class rates on the heavier Products, viz., soap, starch, coffee, salt, etc.

An experimental order on this basis will demonstrate the amount that can be saved on a shipment. It may amount to considerable to distant points.

Here And There At Easter-tide

BY
R. E. HALLOCK.

Illustrations from stereographs copyright by Underwood & Underwood

It is often considered curious that the egg should be symbolic of the American Easter. No religious significance is attached to this, in fact, the egg merely symbolizes the new life of returning spring. In several American cities tradition has preserved the quaint and exhilarating juvenile sport of egg-rolling. Easter Monday in the White House grounds sees thousands of broken egg-shells of every color scattered over the lawns.

About ten years ago Atlanta established one of the quaintest children's frolics ever invented. It is known as the Easter-Egg Hunt and is participated in by thousands of children. In 1906 candy eggs were substituted for the hard-boiled kind, and the popularity of the sport has increased considerably. Over twenty thousand eggs are hidden in the grass and shrubbery of Grant Park and when at the given signal the band plays "Dixie" and the gates are opened there is a grand stampede to an accompaniment of yells, flying legs, and broken eggs. The finder of a certain egg, known as the golden egg, is a happy child indeed, for he receives a goat harnessed to a fully-equipped rig.

A custom fully as quaint in its way as the egg-rolling of the children is the American woman's custom of blossoming forth in her new spring finery on Easter Sunday. It seems to be a time-honored tradition that the feminine sex observe strictly the rule of "see and be seen." The origin of this display has, strangely enough, been as yet unaccounted for. If the women know they still refuse to give up the secret.

Leaving our own country and going south into Mexico we learn with astonishment that the afternoon of Easter Sunday remains incomplete unless there be a stirring bull-fight to witness. Considering the brutal origin of the bull-fight, brutal combats with wild beasts in the amphitheatres of ancient Rome, it is most surprising to find it as a celebration of the chief holiday of the Christian Church.



Blessing the public water supply at Athens, Greece

Our Filipino cousins, as well as the inhabitants of Spain, likewise feel the day mis-spent without their bull-fight. The illus-



An Easter bull-fight in Mexico.

tration shows the bull, with the long-barbed spear sticking through his shoulder, about to charge. The matador stands awaiting a chance to finish his opponent with the sword.

Spain does not confine itself to bull-fights however, but calls in the old-time splendor of imposing pageants. Out-of-door processions retain the impressiveness of medieval times. Seville is especially famous for the magnificence of its religious processions. Weeks of time and immense amounts of money are spent by the various societies and clubs in preparation for the great events. To quote, "Each organization is represented by a gayly and often superbly dressed image of the Virgin or some popular saint, borne on a canopied platform, with many lighted candles and a suitably costumed escort. Sometimes the feature contributed by an organization of poor working-girls costs as much as several girls could earn in a year."

Stopping for a moment at Jerusalem, very easily imagined as the center of origin of all Easter customs, we meet with the ceremony of the Via Dolorosa (Sorrowful Way). This path is supposed to be the

road over which Christ bore the cross to Calvary and is swarmed at this time of the year with pilgrims from all the world, who follow the route upon their knees.

This custom resembles that in Rome near the Lateran Palace where similar pilgrims climb a flight of twenty-eight steps upon their knees. This stairway is the Scala Santa (Sacred Stairway), which once stood in the palace of Pilate at Jerusalem and is supposed to have been trodden by the Man of Sorrows.

The illustration showing the blessing of the public water supply by the Patriarch of the Greek Church is a ceremony performed every Easter in Athens. The jeweled bowl, resting upon a magnificent altar, is filled with water from one of the public reservoirs. With great pomp and ceremony the officiating priest, attended by his clergy, blesses the water and sprinkles the crowd. This festival occasion makes no distinction of class but brings out royalty along with beggars.

A short distance from Athens is a little town called Megara. It is here that occurs annually at Easter-tide the famous Choral Dance. This dance, very stately and sedate, is performed by young country girls of marriageable age. The origin is supposed to date back some three thousand years ago to a Grecian religious dance, similar in style. The present Choral Dance has, however, devolved into an open bid for offers of marriage. It would be difficult to imagine the necessity for such a custom in America. Even leap year, although offering every advantage, seems to have been totally disregarded of late by the American women. The Greeks, however, have been accustomed to looking for a large dowry with the girl. Thus the Choral Dance offers a chance to the girl whose "face is her fortune."

Coming back home we find right at our very doorstep a custom of Easter whose

(Continued on page 15)



Rolling eggs in the White House grounds.



Easter pageant in Seville, Spain.

DRESSMAKING-HINTS AND PATTERNS

Any pattern will be mailed postpaid, on receipt of ten cents in stamps. Use a separate sheet when ordering as patterns are not a Larkin Product. When ordering for ladies give bust-measure in inches for waist-patterns and waist-measure in inches for skirt-patterns. When ordering for misses and children give age. Address, Pattern Dept., THE LARKIN FAMILY MAGAZINE, Buffalo, N. Y.

Many of the new dresses show a facing at the bottom of the skirt, of messaline, satin or panne velvet.

Skirts are not trimmed as much as formerly. The lines are much more simple, giving a longer, narrower effect.

Brown and blue seem to be the leading colors. The browns are many and varied, but all have golden tones, while the blues are much softer than last year.

Coats of suits are much shorter and closer fitting. Separate coats on the contrary are long, coming within two inches of the bottom of the skirt, and loose, many having no sleeves and being much like capes.

The new cottons and many new foulards show a printed border harmonizing with the general design for trimming.

In the newer-tailored shirt-waists a back yoke, coming over the shoulders a little way, is seen. The effect is very good on the heavier waists of linen, madras and percale.

Wash fabrics are sheerer than ever before; and besides white, many solid, delicate colors are being used.

An Empire Suggestion.

Waist Pattern 5920.

Skirt Pattern 5725.

The blouse is a distinctly novel one that is arranged over a lining and includes the girdle that gives the Empire suggestion while the skirt is seven gored and plaited at the belt. The sleeves can be made long if liked and the skirt can be cut off in walking length. All the pretty soft materials of the season are appropriate. For the medium size will be required, for the blouse, $3\frac{3}{4}$ yards 21, 3 yards 27, or 2 yards 44 inches wide with $\frac{1}{4}$ yard 18 inches wide for the chemisette and cuffs, $\frac{1}{2}$ yard of silk for the belt, soutache according to design used; for the skirt $13\frac{1}{4}$ yards 21, $9\frac{1}{2}$ yards 27, or 7 yards 44 inches wide with 2 yards of silk and 15 yards of soutache.

Waist pattern, sizes, 32 to 40 inch bust. Skirt, sizes, 22 to 30 inch waist.



An Afternoon Costume.

Waist Pattern 5912.

Skirt Pattern 5658.

This gown combines a straight skirt with an over-blouse. The skirt is simply laid in overlapping plaits at the belt, so allowing the border to be seen in full advantage, while the over-blouse is trimmed with a narrower border which accompanies the robe dress and is worn over a separate guimpe of embroidered net.

The over-blouse is a novel and effective one that is made with surplice portions, which in this instance are of lace, and is worn with the deep girdle which gives the short waist line demanded by fashion. It includes Mandarin sleeves and is altogether graceful and attractive. For the medium size will be required, for the over blouse $2\frac{1}{4}$ yards of material 21, 2 yards 27, or 1 yard 44 inches wide with $\frac{1}{4}$ yard of lace for the surplus portions,

$3\frac{1}{4}$ yards of banding, $\frac{1}{4}$ yard of bias velvet for the girdle and trimming; for the skirt $5\frac{1}{4}$ yards of bordered material 46 inches wide; or $11\frac{1}{2}$ yards of plain material 21, $9\frac{1}{4}$ yards 27, or 6 yards 44 inches wide. For the guimpe will be required $8\frac{1}{2}$ yards 18 inches wide.

Waist pattern, sizes, 32 to 40 inch bust. Skirt, sizes, 22 to 30 inch waist.



A Charming Negligee.

Negligee Pattern 5928.

Petticoat Pattern 5899.

Illustrated is a most satisfactory petticoat that is made of embroidered muslin, trimmed with Valenciennes lace and insertion, and one of the prettiest room jackets that the season has brought forth. The latter is made with yoke and sleeves in one. The tucked front and back provides becoming fullness and the sleeves can either be cut to form curved openings as illustrated or left plain at their lower edges. The petticoat is a five-gored one that is finished with a flounce that consists of three ruffles that are joined one to the other, the lowest in this instance being made of wide lace. The negligee would be charming in cashmere, albatross or light-weight flannel for immediate wear quite as well as in the thinner materials of summer. For the medium size will be required, for the jacket 4 yards of material 24, $3\frac{3}{4}$ yards 32, or 2 yards 44 inches wide with 6 yards of lace edging; for the skirt $9\frac{1}{4}$ yards 24, $5\frac{1}{2}$ yards 36 inches



wide, with $9\frac{1}{4}$ yards of insertion and $5\frac{3}{4}$ yards of lace.

Waist pattern, sizes, 34 to 42 inch bust. Petticoat, sizes, 22 to 32 inch waist.

With the Fashionable Border.

Waist Pattern 5931.

Skirt Pattern 5695.

Bordered materials are being extensively worn this season. Here is an attractive little frock which consists of over-blouse and skirt in combination with a guimpe of net.

The frock is peculiarly well adapted to bordered stuffs as the skirt is straight at its lower edge and the blouse can either be cut to show the border or be trimmed with bands applied over its edges. The Japanese sleeves are far from bulky beneath the arms. The lower edge is attached to a fitted girdle and over that the draped one is arranged. Pongees and foulards, as well as a whole host of light-weight wools and

washable fabrics, are appropriate. Plain material could be trimmed with either straight rows of banding or with soutache. For a girl of sixteen years of age the blouse will require $1\frac{1}{4}$ yards of material 21 or 24, $\frac{1}{4}$ yard 32 or 44 inches wide; the skirt 4 yards of bordered material 37 inches wide; or, 7 yards of plain material 24, $5\frac{1}{4}$ yards 32, or $4\frac{1}{4}$ yards 44 inches wide.

Over-blouse and skirt pattern, sizes, 14 and 16 years.

Girl's Box-Plaited Dress.

Pattern 5913.

Porcelain blue is one of the later shades of color and is peculiarly effective when it is trimmed with black, as in this instance. The little dress includes a dainty chemisette, and is worn with a soft silk tie. The material is cashmere and the trimming banding while the collar and the straps are of silk and the collar is embroidered with a simple design. The chemisette and the cuffs are of tucked taffeta. The same model could, however, be utilized in quite a different way and made much more dainty and more dressy. The chemisette could be of some pretty all-over lace or lingerie material, the cuffs could be of embroidered silk to match the collar and the color of the gown itself could be something lighter, such as rose color or pale blue in challis, foulard or pongee. Washable fabrics can be so made if the fitted lining is omitted and the shield cut out and attached to the blouse. For a girl of twelve years of age will be required $8\frac{1}{2}$ yards of material 24, $6\frac{1}{4}$ yards 32, or $4\frac{1}{4}$ yards 44 inches wide with $\frac{1}{4}$ yard 18 inches wide for the chemisette and cuffs; $\frac{1}{4}$ yard of silk for collar and trimming.

Sizes, 8 to 14 years.



THE TESTING OF LARKIN FABRICS

How Our Customers Are Protected

THE competition for trade has been so strenuous in recent days that many textile manufacturers have made use of every artifice to cheapen their products. They hope that the lower price which they are thus enabled to make will sell their goods, and they are fully aware that the wholesalers who handle their materials, and the retailers who finally deliver them to the consumer, have only the vaguest notions concerning the merit of a piece of cloth.

It is the skill of chemists and mill-men which enables the manufacturer to substitute the cheap-

er cotton for wool, or linen, or even silk. The color of the fabric may be pleasing, it may have a good feel and weight, and may even respond to the cruder household tests for quality, and still be largely cotton or shoddy.

It is because of its appreciation of these facts and the desire to protect its customers from these wide-

spread frauds that the Larkin Co. has established a fully-equipped laboratory for the investigation of its textile premiums. This company was the second of large purchasers of fabrics in this country to prepare itself for the exact testing of cloths and yarns. Its only predecessor was the Federal Government. The establishment of these two laboratories has had an immense moral effect upon the manufacturers. They have learned that the cloths for the uniforms of Uncle Sam's soldiers and "Jackies," and the blankets that protect them on the field or in the fore-castle, will be subjected to an impartial scientific investigation. They have also learned that so far as the Larkin Co. and its customers are concerned, a linen handkerchief must be all linen, that an all-wool art square with 20% cotton, or a large proportion of shoddy will not do, and that silk must not contain 20% of mineral salts as a make-weight.

A complete investigation of a cloth considers first the analysis of the fabric; second, testing the tensile strength of both warp and

filling, and examining the weave of the fabric; and third, testing merit of the colors used in its dyeing.

To analyze a fabric the microscope is our most valuable ally; by the aid of proper lenses we are able to obtain a magnifying power of over a thousand times, and the different individual characteristics of the various fibers may be clearly seen: for example, the cotton fibre looks like a minute rubber hose, flattened out and twisted; wool is circular in section and covered with small irregular scales; linen has the appearance of slivers and is jointed like a bamboo fish-pole, and silk is solid and smooth like a tiny copper wire. Then, too, the microscope is our sole means of detecting wool shoddy; by its worn and mangled appearance, its frayed ends and parti-colored threads, it betrays itself, and cloth containing it we immediately condemn.

We are able to distinguish between animal and vegetable fibers; for example, wool and cotton are distinguished by means of a solution of potash. This chemical dissolves the wool, leaving the cotton unattacked, or the application of sulphuric acid "eats" the cotton but has no effect on the wool. From a known weight of cloth we can remove either the wool or the cotton and weigh the remaining fibre, thus determining the exact percentage of cotton or wool in the fabric.

To know that a fabric is all wool, linen or silk, as the case may be, is not sufficient. Because of different twist in spinning of yarns, or of different weaves or methods of working the threads over and under each other, the mere fact that we know a cloth to be all-wool gives us little idea regarding its durability. To complete our knowledge we must test the actual strength not only of the cloth but of its constituent yarns.

For these latter tests the Larkin Co. has imported from Switzerland the two instruments known as cloth- and yarn-testers. The cloth-tester (Fig. 1) grasps a strip of cloth one inch wide and fifteen inches long, between two sets of jaws and dispassionately pulls it apart, registering on the large dial (see illustration) the breaking strength in pounds, and on a slide at the back, the elasticity in inches. The illustration (Fig. 2) showing strip of cloth and jaws only, gives a first-class idea of the yarns beginning to yield under pressure, the arrow in the picture indicating where the yarns are starting to tear.

The yarn-tester pulls a single yarn apart in a similar fashion, registering on the quarter circle.

With all this data in hand the judgment upon a given fabric is final and absolute.

An itemized laboratory report is made out and submitted to the buyer who is contemplating the purchase of the fabric in question. We have reproduced in reduced facsimile (Fig. 3) a laboratory report upon a certain art square sample submitted us by the manufacturer.

This careful analysis safely and surely provides that no material can elude our vigilance and get into the hands of Larkin Customers without having been thoroughly tested, and its superior merit indisputably proven.

It means that no textile can come into the hands of a Larkin customer and be found deficient in wearing qualities or in appearance. It means a guarantee of quality fully equal to the Larkin standard of excellence.

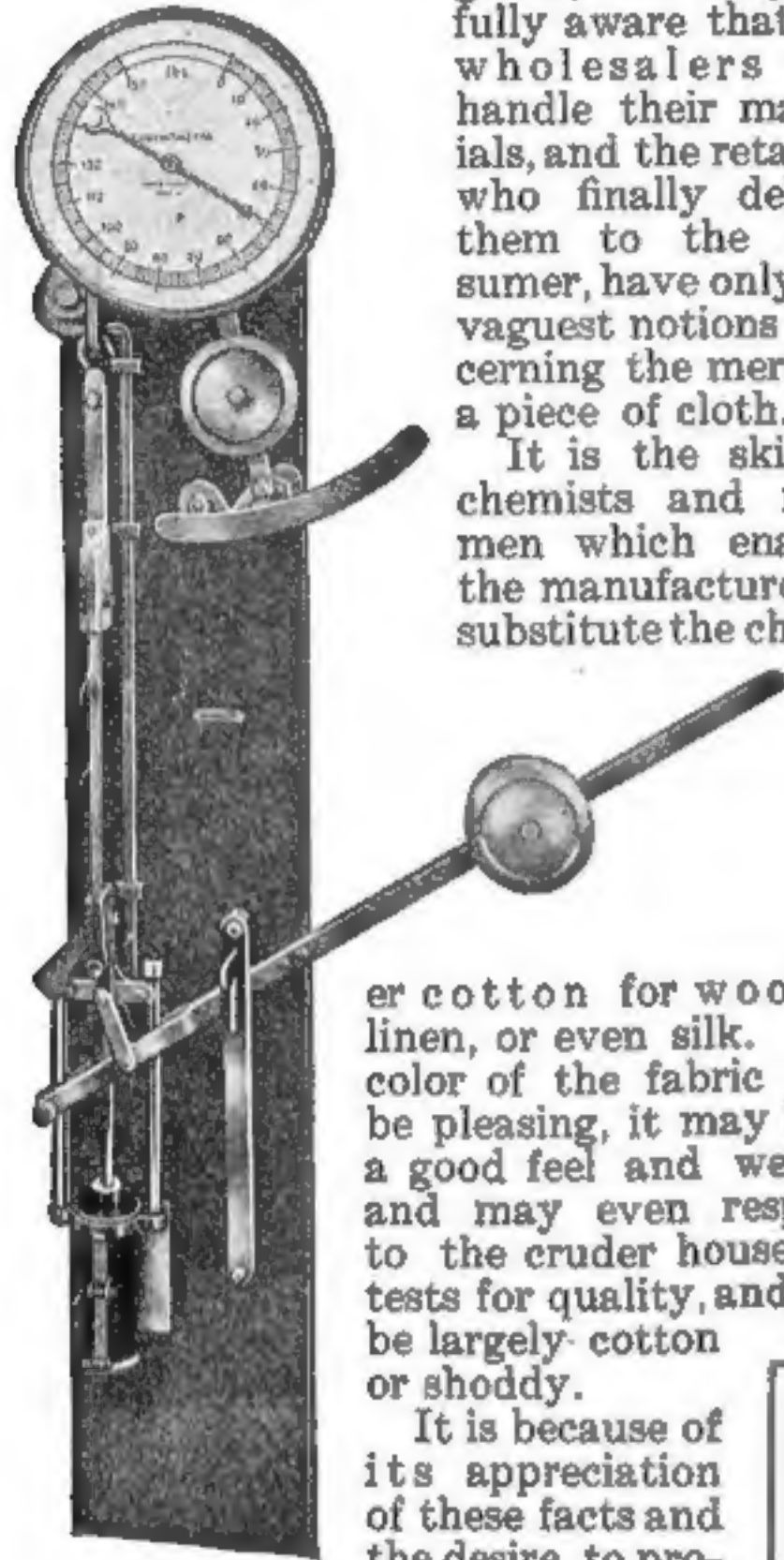


Fig. 1.

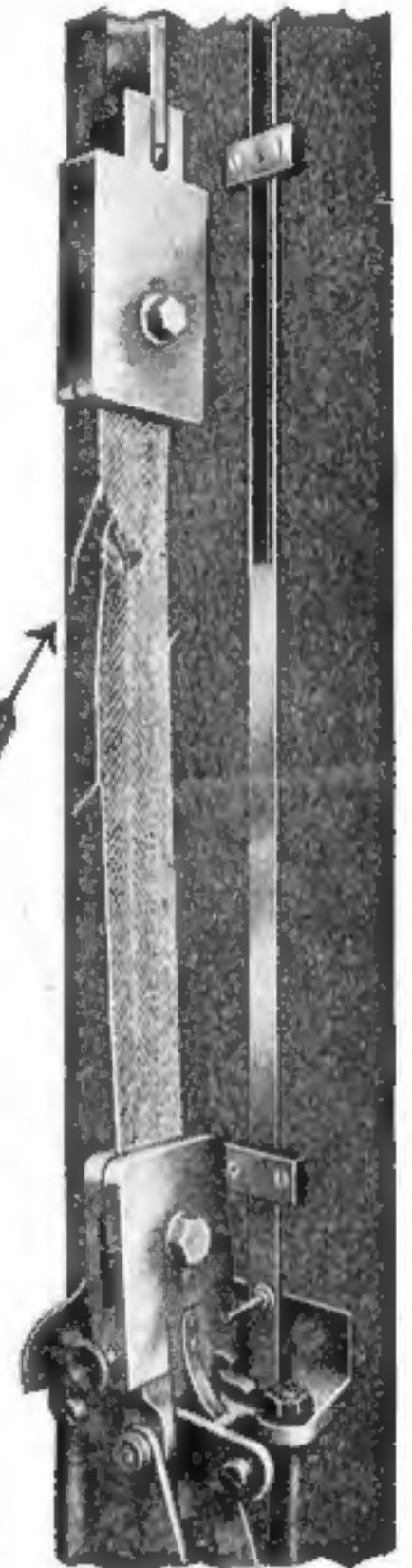


Fig. 2.

Chemical Department		
Larkin Co.		
General Research Laboratory.		
Date 9/11/07.	Report No. 1430	Sample No. 1430
The following is a report of the investigation of		
Ingrain Art Square		
Length	9 ft.	
Width	9 "	
Weight	12 lbs. 4 oz.	
Ends per inch	30	
Picks per inch	14½	
Size of warp yarn	2/13-94	
Tensile strength of warp yarn	2.24 lbs.	
" " " 1" strip warp	42.65 "	
Tensile Strength of Filling Yarns		
White 1/4.07 (double reel)	1.3 lbs.	
Green 1/2.13	3.4 "	
Gold 1/3.56	1.8 "	
Tensile Strength of 1" strip filling	58.55 "	
C. B. Mowry		

Fig. 3.

THE LARKIN FAMILY MAGAZINE

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JOHN D. LARKIN, PRES. & TREAS.

D. D. MARTIN, SECRETARY.

Factories and General Offices, Buffalo, N. Y.

Branch for West-of-the-Mississippi patrons,
Peoria, Ill.

LOCAL BRANCHES AND SHOWROOMS:

237 W. 23rd St.,	-	-	-	New York City
149 Massachusetts Ave.,	-	-	-	Cambridge, Boston
2222, 2224 Arch Street,	-	-	-	Philadelphia
820-824 Liberty Avenue,	-	-	-	Pittsburg
Cor. Prospect and B, 4th St.,	-	-	-	Cleveland
Peoria,	-	-	-	Buffalo

Notice To Our Subscribers:

SUBSCRIPTION TERMS: 1. One year, 25 cents—2. Two years to one address, or one year to two addresses, for one-half Certificate.—3. One year as Present-for-Cash with a \$10.00 order (instead of 50c worth of Products.) All remittances (postage stamps accepted) for subscriptions should be addressed Larkin Co., Buffalo, N. Y.

CHANGE OF ADDRESS: When it is desired that THE LARKIN FAMILY MAGAZINE be sent to a different address both old and new address should accompany the request.

CONTRIBUTIONS: We are glad to receive short contributions from subscribers that may be of interest to others. Accepted articles will be paid for; rejected manuscripts cannot be returned unless accompanied by return postage. All contributions should be addressed to Editor, THE LARKIN FAMILY MAGAZINE, Buffalo, N. Y.

AGENTS WANTED: We liberally reward anyone sending us subscriptions. Write for full information. Learn how to make your spare time profitable.

APRIL, 1908.

A Kindly Reception We sincerely wish that space permitted publishing some of the kind expressions of approval which we have received regarding this new magazine. We extend to our friends and well-wishers many, many thanks for the cordial reception given THE LARKIN FAMILY MAGAZINE.

It is gratifying to state that this cordial reception is not confined to words of praise alone. Every day we are receiving hundreds of subscriptions. We thank you again.

A Co-Operative Campaign We wish our friends to remember that this is a co-operative magazine,—published for you as well as for us.

It is our intention to make THE LARKIN FAMILY MAGAZINE a big success,—for your sake as well as for our own. Subscriptions are rapidly coming in. The letters of our friends are most kind. Will you co-operate with us to keep the ball rolling onward?

The subscription price is very low. The magazine contains many departments of interest to the family. It also keeps you in touch with the latest Larkin News. Is it not well worth the price?

Send for agents literature telling how to secure one Certificate for 10 subscriptions. Get your friends interested. You are doing them a good turn and securing for yourself a most substantial reward.

Let us make a thorough campaign and see what results can be accomplished. A smile, a kindly word to a few friends and the ten subscriptions are yours. No time like the present.

Economy When the situation seems insistent in demanding economy, this economy is easily found in Direct Dealing. The repeated handling by middlemen results in goods being finally tagged in the retailer's window at an hundred per cent. increase over the manufacturer's price.

Isn't it worth while to get in on the ground floor? By dealing directly with the Larkin Co. you receive articles at the manufacturer's price, The Direct Price. This is a saving of one hundred per cent. It's economy of the practical sort. Those dollars do double duty.

Spare Time To those who are possessed of a certain amount of spare time we would suggest the taking of orders for Larkin Products.

In this way quite a little sum may be gained,—all pure profit. Thousands of the great Larkin family throughout the country have their regular customers, and are making considerable money in this way.

It is oftentimes hard to find the means of occupying idle moments. This furnishes the means and in addition provides an object.

She Saved \$50.00 A friend of ours said recently: "During 1907 I saved just \$50.00 buying Larkin Products. I had bought from you before at various times but the fact that I could make regular savings by doing so didn't occur to me until last year when I began to think about your offer of \$20.00 worth of Products, without Premium, for \$10.00, so I sent an order. The Products lasted my family of six between five and six weeks. It didn't require much arithmetic for me to figure that I had saved \$10.00, for I have used the same amount of goods in the same length of time anyway, only they would have cost me \$20.00 if I'd bought them from the storekeepers as I needed them. Your price was \$10.00. As soon as I realized how much the saving was, I decided to buy all such supplies from you and during the year I sent you five orders, each calling for \$20.00 worth of Products without Premium, for which I paid you \$10.00. My total remittances for the year amounted to \$50.00. I received five \$20.00-assortments or \$100.00 worth of Soaps, Foods, etc., so I cleared \$50.00. I'm going to continue buying the same way this year."

This illustrates how much you can save by dealing with us regularly. It is a well-demonstrated fact that you obtain from us for \$10.00 twice as much of quantity and quality as the storekeeper can possibly afford to sell you for the same amount of money.

Larkin Coffee Sales Sixty Percent Ahead. The oldest Chicago mail-order house, whose statements are usually reliable, proclaim their sales of coffee in 1907 as "the largest retail sales in the world."

Accepting their own figures, which are undoubtedly accurate, their aggregate sales in 1907 of their several brands of coffee were exceeded sixty per cent. by the Factory-to-Family sales of our single blend of Larkin Coffee. That is, our sales of

coffee in less than eight months equaled their sales for a year.

Figures are not often indulged in by the Larkin Co. to represent volume of sales, for they convey after all, an incomplete idea to any layman. Only by comparison do they mean anything.

But it means a great deal that Larkin Coffee—first offered to the great Larkin family in 1905—has in the third year of its history outstripped by 60% the total coffee sales of a house that has dealt largely in coffee for thirty years and bears an honored name for dealing fairly.

But what is most important, it means that Larkin Factory-to-Family prices are the lowest in the world when Larkin quality is considered.

The Chicago store sells good coffee for 25 cents per pound, but the Factory-to-Family cost of Larkin Coffee—one-half the 35 cents and \$1.00 list-prices—is 17½ cents in one pound cans and 16½ cents in 3-pound cans.

Larkin Coffee is a choice blend of carefully selected old-crop coffees that always produces a full rich cup-quality.

If the after-effects of coffee are unfavorable to you, do not fail to try Larkin Roasted Cereal. It is real Larkin quality—a remarkably satisfactory substitute, cheaper even than Larkin Coffee.

Thirty Days' Credit the Supreme Test of Larkin Values.

The granting of credit for thirty days on \$10.00 purchases to private families throughout the country, North and South, East and West, in hard times and good times, droughts and floods, crop failures and manufacturing and financial stagnation has been for two decades a marvel to credit associations and business men in general.

The Larkin Co. is composed of optimists because it has demonstrated over and over again that most people are honest, and enjoy establishing and maintaining an honorable reputation for debt paying, but beyond this it has been demonstrated in hundreds of instances that people who are some times slow to pay their home bills will promptly pay the Larkin Co. The cause of this is itself the best possible proof of the liberality of Larkin Factory-to-Family prices, which, by saving all cost that adds no value, affords so important a means of reduction of family expenses that only the most unfortunate or really foolhardy will impair their credit-standing here by careless neglect to pay their bills promptly.

The Prize Photograph Contest.

In the February contest which closed February 15th, the following prizes were awarded.

Genre Subjects, First Prize, \$2.00, Mrs. W. D. Ferrell, Chicago, Ill.

Genre Subjects, Second Prize, \$1.00, Mrs. Leslie Wilson, Fredonia, N. Y.

Landscapes, First Prize, \$2.00, Walter Turner, Chester, Pa.

Landscapes, Second Prize, \$1.00, Mrs. Ora Parr, Hubbardston, Mich.

Every ten subscriptions sent us mean that you are earning one Certificate. Accumulate the Certificates and secure a camera. Then enter the Photograph Contest and win a prize.

THE LARKIN CLUB-OF-TEN

HOW are those new Clubs coming? No time like the present for organizing. \$35.00 retail-value-profit to the Secretary for every Club-of-Ten organized. The new Ten-Twenty Club means a retail-value-profit of \$70.00.

If you are not familiar with the organization of a Club-of-Ten or Ten-Twenty Club the Larkin Co. will gladly furnish descriptive literature on request.

All Secretaries are invited to secure the subscriptions of their members for THE LARKIN FAMILY MAGAZINE. Every ten subscriptions sent us at 25 cents each, will be rewarded with a Certificate. Here is a chance to increase your Club-of-Ten profits. Be up and doing!

Do you keep up the enthusiasm of your Club-members and obtain for your self the fullest returns by an occasional entertainment? We will gladly mail you our little booklet "Club-of-Ten Entertainment Suggestions."

Be economical. Get full value for all you spend. Now is just the time when Larkin Factory to Family dealing can save you and your neighbors much money.

To Entertain Your Club-of-Ten

The late advent of the Easter season makes possible many pleasant entertainments. Many of us may have our meetings out of doors, with a profusion of flowers. The yellows of springtime bring so much real enjoyment, really belonging to the season. This is not only true with flowers but with other decorations as well.

For instance we have this month used as our Easter centerpiece the kind of decoration in which the Germans most delight, toys. Using the plateau mirror, given as a Larkin premium, we have surrounded it with sprays of smilax, simulating a pond, and placing upon it little toy ducks, procurable at any novelty-shop.

The yellow may be repeated in the other table decorations, which we have left for your own fancy to arrange.

The menu for an Easter-tide Club-of-Ten meeting must partake of spring. Below is one which will, by a slight modification, be suitable for either dinner or luncheon.

Puree of Celery	Peas
Roast Spring Lamb	New Potatoes
Spinach	Egg Salad
Lemon Ice	Sponge Squares
Larkin Coffee	

The puree of celery is made by stewing a cup of finely cut celery in a pint and a half of water until tender. Make a cream sauce of two tablespoons of butter, two tablespoons of flour and a cup of rich milk, and then add the strained liquor in which

the celery is cooked, season with Larkin Table Salt and Larkin White Pepper. This will be enough for six portions.

For the lamb, choose carefully the hind-quarter of lamb, seeing that the fat is of good clear color. Wash thoroughly and wipe dry with a fresh cheese-cloth. Put into the oven at a temperature of 400°F. and from fifteen to eighteen minutes for each pound. After thirty minutes the temperature of the oven should be reduced to 260°F. to the finish. Season with Larkin Salt and Larkin White Pepper when the roast is nearly finished, basting frequently with the fat in the pan. When done sufficiently remove the meat, and pour off the fat, leaving about four tablespoons. Add two tablespoons of flour and blend well. Add one pint of boiling water.

Many people prefer to cook spinach without any water, and this is a much better way. Wash thoroughly in several waters, and then put into

a kettle without water, the juice of the vegetable being moisture enough.

The meal would not be complete without eggs in a visible form, so we have chosen the egg salad. Cook the eggs hard, remove the shell and slice in thick slices over some nicely arranged lettuce. Serve with either a French dressing or the boiled custard dressing.

For the sponge squares beat four eggs, without separating, with one cup of sugar, one cup of flour and one teaspoon of Larkin Baking Powder. Bake in a dripper, and when cooked cut in squares, ice with vanilla and chocolate icing.

Prize Contest.

Why I Conduct Larkin Clubs-of-Ten.

For the best ten short articles of not over 150 words on the above subject we will award one Certificate each. Contest closes May 1st and prize-winners will be announced in the June issue.

It is desired that every contributor will try in a few words to give the various benefits accruing to her by reason of conducting Clubs.

Address all contributions to Editor, THE LARKIN FAMILY MAGAZINE, Buffalo, N. Y.

Club Secretaries.

It is important that when sending club-orders to the Larkin Co. the Secretary should always fill in Space 3 of the Order-blank. Each order, as it comes in, must stand alone and entirely separated from former orders of the same customer. Hence, it is necessary, for the awarding of the Certificate, that Space 3 be filled.

A careful observance of the Certificate rules in the Premium List will assist us greatly in attending promptly to your orders, and in awarding you the Certificates due you for your earnest endeavor.



Suggestion for Easter center-piece.

The Importance of the Package.

WHEN you buy coffee, how long has it been roasted? How has it been kept since it was roasted?

Coffee is bought and sold by weight for lack of a convenient, more-accurate method. But the aroma of coffee is of much more importance than its avoirdupois. From the day the coffee is roasted it begins to lose those volatile oils which afford the aroma, unless it is immediately packed in tight packages.

There are no aroma-tight packages except metal ones. Larkin Coffee both unground and ground is immediately packed in tin cans which are practically air-tight.

To test the value to you—the consumer—in cup-quality, of this preservation of the true aroma of the coffee, put away for ten days a little Larkin or anybody's roasted coffee in a tight tin can; at the same time put the same quantity of the same kind in any paper can or box or bag. After ten days, or even sooner, the superior aroma of the coffee in the tin can will be plainly evident to the sense of smell and in the cup.

After such a test you will only buy coffee that you know has been packed in tight tin cans since the day it was roasted; reason enough for using only Larkin Coffee, which is always packed thus, without the additional, all-sufficient reason, that "you save all cost which adds no value" which gives you 35-cent quality for fifty cents per three-pound-can, because you always buy \$20.00 of retail-value for \$10.00 whether your order consists of a \$10.00 assortment of Larkin Products and a \$10.00 Larkin Premium, or a \$20.00 list of Products which we sell for \$10.00.

WATCH FOR THE LARKIN TRAVELING SHOWROOM

You are invited to visit it when in your city

You will see over 1000 Larkin Premiums and the complete line of Larkin Products with which they are given. The Traveling Showroom affords you abundant opportunity to learn by actual observation how much money you can save by the Larkin Idea of direct Factory-to-Family dealing.

THE SCHEDULE

Subject to Change.

MASSACHUSETTS

WORCESTER,	Mar. 30 to Apr. 11
WARE,	Apr. 13 to Apr. 18
SOUTHBRIDGE,	Apr. 20 to Apr. 25
NORTHAMPTON,	Apr. 27 to May 2
HOLYOKE,	May 4 to May 16

ILLINOIS

AURORA,	Mar. 30 to Apr. 4
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WISCONSIN

BELOIT,	Apr. 6 to Apr. 11
JANESVILLE,	Apr. 13 to Apr. 18
RACINE,	Apr. 20 to May 2
KENOSHA,	May 4 to May 9
MILWAUKEE,	May 11 to May 30

Customers in the Cities Visited will be notified of Showroom Locations.

Estab. 1875. Larkin Co. Buffalo, N. Y.

MODEL MONEY MAKERS

Poultry is a profitable crop on the farms that use

Model Incubators and Brooders

If you are not making big money on your chickens, write today for my book telling how you can.

Model equipment and the Model methods assure success.



MODEL INCUBATOR CO.,
Chas. A. Cyphers, Pres.
Henry St., Buffalo, N. Y.



Grow Mushrooms

For Big and Quick Profits.

Ten years experience enables me to give practical instructions that will add \$5 to \$60 per week to your income without interfering with regular occupation. For full particulars and free book, address **JACKSON MUSHROOM FARM, 3243 N. Western Ave., B-246, Chicago.**

Make Your Dollars Do Double Duty

Think what it means to double the purchasing-power of every dollar you spend—how it counts up at the end of a year! That's what Larkin Factory-to-Family dealing does for you, and the reason is because we save for you all the profits, expenses and losses of wholesalers and retailers. You get \$20.00 retail value of unquestioned excellence for \$10.00.

These are our two money-saving offers:

1. For \$10.00 we will send you \$10.00 worth of Larkin Soaps, Food Specialties, Toilet Preparations, etc. (over 175 home needs to select from), and in addition, a \$10.00 Premium of your selection.
2. For \$10.00 we will send you, instead of the Premium, an extra \$10.00 worth of Products—\$20.00 worth in all. This cuts the list-price of everything in half. A 5c. bar of Sweet Home Soap thus costs but 2½c. per bar, etc.

In either case it means a saving to you of \$10.00 with each \$10.00 order you send us.

Now, look at this handsome set of Old Willow Ware dishes. You couldn't buy as good a set for less than \$10.00 and yet, we include these dishes with an assortment of home needs of highest quality that alone would cost you \$10.00 at a store.



69 Piece Old-Willow Cottage Dinner-Set No. 885.
Given with \$10.00 worth of Larkin Products.

1200 OTHER PREMIUMS TO CHOOSE FROM
COMPLETE SATISFACTION
ALWAYS GUARANTEED

Full information, including a copy of 1908
Larkin Product and Premium List,
mailed on request.

Larkin Co., Buffalo, N. Y.
or any Larkin Branch.

ON THE FARM

WE will publish in this Department matter of general interest to those on the farm. We invite practical contributions from readers. Address contributions to Editor, THE LARKIN FAMILY MAGAZINE, Buffalo, N. Y.

Our readers will be interested to know that Mr. E. L. Vincent of Clover Leaf Farm, Binghamton, N. Y., will assist in editing this Department. Mr. Vincent is a practical farmer and has contributed much valuable matter to the Agricultural press for many years.

Have you sent your subscription to THE LARKIN FAMILY MAGAZINE—it is only 25 cents a year, and well worth more. If you will get ten of your neighbors to subscribe, sending us their names with \$2.50 we will give you a Certificate. Just try getting subscribers—it's easy.

Things to Jot Down.

Have a kind heart toward every living thing that works for you. No man with a good heart will be otherwise than kind to animals.

Can you tell all your grain-sacks when you see them? Lots of folks can't; and yet you can have a stencil made for twenty-five cents that will help you to mark every sack.

Save all the steps you can by doing all the work that lies in a given part of the farm, so far as you may, while you are out that way. A step in time saves nine.

The best way to get even with the makers of farm tools, for the high prices they charge for everything, is to take the very best care of every implement you have—under cover with them all every night.

Take an old bran sack and wipe all the earth from the plowshare when work is done for the day. Just a little bit of soil clinging to the steel will bring a spot of rust before you know it.

A good stoneboat is handy to take the plows and harrows on out to the fields. It is so much less work than to lift them up into a wagon. I would bring in the tools, whatever they may be, every night. Helps them to last longer.

Of course these are busy days, but let's not get so busy that we haven't any time to tidy up the flower-beds and give things around the house a brighter look. The brighter your home looks, the brighter will be the faces of the tired men and women passing by.

Keep a memorandum book in some handy place where you can write down the things you will need to get when you go to town. Memory isn't half as reliable as a slip of paper with everything written down in black and white.

Are you so busy that you have no cheery word for the little fellows that climb upon your knee? Don't be that way! You miss the greatest thing in life if you do, and so do they.

E. L. Vincent.

About the Farm.

Keep close to the heart of your farm.

A farmer's business is to gain a little in the knowledge of farming every day.

Toads are a good investment. Don't let anybody kill them. They help destroy the insect pest. A toad is a good friend and doesn't eat anything of value to the farmer.

Keep an eye on all the details of your business. Some crops eat up all profit made on others. Every farmer should keep a book of records and know just where he is at.

One farmer says that butter fat costs 13.1 cents a pound produced by the use of silage, while it costs 22.1 cents a pound for that produced by dry food. If you haven't a silo, get interested in one. If you have enough cows it's a mighty good investment to plant a silage crop and make a silo to put it in for next winter.

Fence-Posts That Last.—Spring is the best time to set fence-posts. The soil about the fall-set post is more liable to become porous than when the work is done in April or May. Be sure and dress the lower half of a fence-post, remove splinters and allow it to dry until well-seasoned. Dip as much of the post in cold tar as will be under the ground. See that the part above ground is painted with white lead. By observing this, the life of a post is almost doubled.

Just because the end of a post in the ground has rotted off do not throw it away. You can patch it and it will last a long time. Take an ordinary post, two feet long, smoothing down one end so as to fit on the end of the rotten post, which should also be smoothed down. Now nail the piece to the post with some spikes. Reverse the post, leaving the patched end at the top.

Read The Bulletins.—Are you aware that the United States Government, in fact, the experiment stations in many of our States, issue a lot of literature that would do any farmer good to read. Get your name on the mailing list of the station in your State. Or, address a postal to the "United States Department of Agriculture, Washington, D. C.," and ask them to mail you from time to time the Farmers' Bulletins. These bulletins cover many lines of work in which you are doubtless interested.

Feeding.—Have regular hours for feeding your fowls. An early breakfast of warm mash, in which are scraps from the table, chopped vegetables and apple parings at noon, and a feed of dry grain at about four in the afternoon, is a routine that has given at least one poultry-woman excellent satisfaction. A mash should be dry enough to crumble, never sloppy, and only so much fed as will be eaten at once. Keep grain scattered in the litter; no danger of over-feeding when fowls have to work for what they get.

Get A Manure Spreader.—This is one of the most valuable of farm implements. It equalizes fertility and can be adjusted to spread more thickly on the poorer section of land. A man with fork or shovel deposits manure in chunks every few feet, which over-fertilizes certain spots and robs other parts of their share of fertility. A spreader not only distributes evenly, but it thoroughly pulverizes the manure. If your farm is large enough, you had better think it over about investing in this machine. It will save time and labor. Where there is plenty of stable and barn-yard manure produced, which is saved and applied with the spreader, the increased results frequently pay for the machine in one year. When you buy a spreader be sure that it is of a good make—simple and strong in all its parts. You had better pay a little more and get a machine of standard make, than to pay a low price and find that the machine will go to pieces in a short time.

About The Crops.—Do it right this year. Do not wait until the last minute before you buy your seed. Be sure that all seed is thoroughly cleaned; sometimes it is often necessary to sort in order to get the weed seeds out. Be just as particular about having good seed as you are about having good hens and good cows—you will stand a better chance of harvesting a full crop. If you have never practiced a systematic crop rotation, better read up about it and start this spring; you will be well repaid. Keep down the weed pests.

On a large western farm the past year the alfalfa hay crop brought the owner \$60,000. The crop was produced on 480 acres and sold in the open market. If you have never raised any alfalfa, you had better grow some this season. Plant it in a good field and you will be surprised to see the crops you get.—Uncle Bill.

Dairy Notes.

Bright, shiny tin-pails, pans and cans are the best. Replace all that have begun to get rusty.

The best dairy thermometer is one made of glass, blown in a round form, with a scale at one side. This will drop right down into the cream and can be easily wiped clean. But get one that tells the truth. Compare it with a standard instrument to see how this is.

Every other day is not too often to churn just now. Cream that is fresh and good makes the nicest butter, and that is what you and I want every time.

Salting butter by guess often makes folks "guess" they do not want it when you offer it to them for sale. Know what you are doing every time.

Sweep out the big barn-floor every day. It is fine to do the same thing with the stable. Be a good barn-keeper.

These are the days when the cows will want to get out on the pastures. Every bit of green grass looks as good to the cows as fresh vegetables do to us in the spring. But it is better to keep them in the yard a few days longer, till there is enough for a good ration of grass in the fields. Then the cows will fill up and be really comfortable. It is the comfortable cow that does the best for her master.—

E. L. Vincent.

KITCHEN LABORATORY

The approaching season demands the renovation of the house. No time is more fitting to urge upon you the use of system in your household arrangements and in your kitchen. See to it that everything is in good sanitary condition and that as far as possible all renovations are made at this time.

In renovating the house do not forget that the Larkin Co. has wall-papers and varnishes. There is no reason that your house cannot be fresh, pretty and worth the energy expended upon it.

When lettuce, spinach, celery or parsley comes from the market, wash it thoroughly and put it in cheese-cloth bags. If put in the refrigerator it will be ready for use when needed.

How about the refrigerator? Do you need a new one this year? One can be



No. 811.

easily secured by purchasing your soaps, groceries and sundries from Larkin Co. Here is a new offer which may interest you. Former Refrigerator No. 413 has been reduced in price from thirteen certificates to eleven certificates, a saving in price accomplished by the continual watchfulness of the Larkin buyers. The number has been changed to No. 811. It is made of Golden Ash with raised panels, lined with zinc, with solid wood backing. The walls are packed with mineral wool, heavy paper on each side. The patented removable ice-chamber is of heavy galvanized iron with corrugated ice-rack, as well as corrugated slatted removable shelves. The outside measurements are, 31 inches wide, 21 inches deep, 45 inches high. Door to provision-compartment is 19 inches high, 21½ inches wide. Ice capacity, 70 pounds.

As a relish for lettuce and other vegetables, Larkin Salad Dressing will at this season be most acceptable.

Much is said about the merits of washing clothes with and without boiling. Some housewives feel that boiling is essential to loosen the dirt from the fiber of the cloth. In many articles this is no longer necessary when using Larkin Naphtha Washing Compound. This is a combination of naphtha and soap, in powdered form, in such proportion as to easily loosen the dirt and make the washing much easier than formerly.

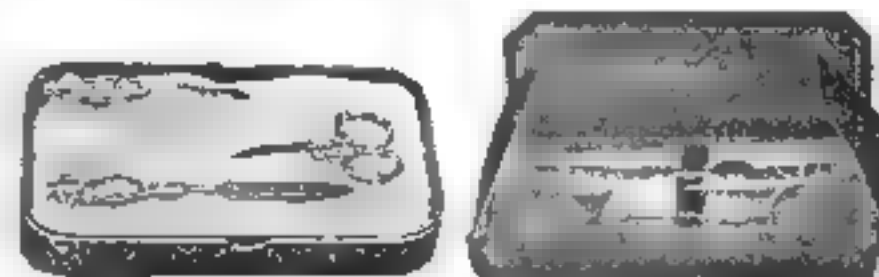
Larkin Olive Oil rubbed on either side of steaks before broiling imparts a delicious flavor and makes the steak more tender.

The second cup of coffee will taste like the first, provided the coffee is poured from the making-pot into another clean pot (warmed previously with hot water). The pot that goes to the table must then be covered with a cozy which every woman knows about.

Agents Wanted At Once

TO TAKE SUBSCRIPTIONS FOR

THE LARKIN FAMILY MAGAZINE



No. 81

No. 21

Manicure Sets

Each given for 10 Subscriptions, or for one Certificate.

We Give You Certificates

If you will send us at one time
Ten Subscriptions at
25 Cents Each

we will give you

One Certificate.

Accumulate these Certificates and secure valuable Premiums of your own selection from our Product and Premium List.



Chautauqua Sewing-Desk No. 25

Given for 50 Subscriptions, or for five Certificates.

Over 1200 Premiums to select from.

Mail coupon today. If you include 25 cents in stamps, you will get the Magazine every month for one year.

FILL IN—CUT HERE—MAIL TODAY—
Larkin Co. I desire to act as your Subscription Agent for The Larkin Family Magazine. Please send me copies to show my friends.
Name _____ Street _____ P. O. _____ State _____ I. W. AFR.

WITH THE MOTHER

Edited by Lillian Howard.

A mother writes us that she gains much profit and pleasure from reading the articles in this department. We are glad to hear it. Why not tell your friends that they can receive THE LARKIN FAMILY MAGAZINE for one year by sending in 25 cents in stamps.

In this department we shall devote space only to that which will prove of most interest to the mother. We shall be glad to receive suggestions from our readers and to learn of those little personal experiences which often prove most interesting to others. Such of these as prove worthy we shall print in this department whenever possible.

Address all communications to Editor "With the Mother," THE LARKIN FAMILY MAGAZINE, Buffalo, N. Y.

Speak Pleasantly to a Child.

The people who are training the children of to-day hold the future of the child in their hands. Nursery teachings last through life, and the hour in which you play with your children and direct their games will be remembered in years to come.

Never give vent to your irritation before the children. They may not understand it, but the very tone of your voice sets an example that is liable to be most perfectly followed by them in the future.

What if the stove does smoke this morning. There are lots of other mornings when it doesn't. SMILE!

Be Cheerful.

There are thousands of essays written about the effect of cheerfulness on our daily life. Many of these go deep,—and strive to prove by science and metaphysics the exact relation which one cheery word bears to our spiritual being.

To such proof these essayists are welcome. The fact remains—and needs no proof—that a cheery word or smile lifts many a burden and prevents many an ill.

Above all let us face the fact that our children, ready and eager for new impressions, will note our least change in mood. An irritable person is equal to a contagious disease. She spreads her irritability. Therefore,—smile!

Grow Up With Them.

Do not try to keep the little ones in fairy land too long. If they show that irrepressible tendency to grow up,—let them.

There will come a time when the demand for facts will not be appeased by a fairy tale. This is the time to guide them along different ways.

One mother, secure in her belief of the fairy tale, was talking to her little son in front of the fire one winter's evening.

"What would you do, my dear," she questioned, "if you were wandering through some strange land when suddenly a huge serpent rose up before you, a lion

roared from a nearby cave and you saw a wild painted Indian running toward you with his tomahawk upraised?"

Quick as a flash came the answer which disillusioned the mother of her fairy tale policy forever.

"Me? Oh! I'd wake right up."

Baby's Sleep.

A mother asks me how long the baby should be allowed to sleep. There is only one answer for that,—let him sleep as much as he wants to.

Conditions of weather, efforts to talk or walk, effects of food, all make the little body require more or less sleep as nature demands it.

Let him sleep, but be ready to attend to him when he wakes, not allowing him to fret and cry on account of lonesomeness or for want of proper food if it is meal time.

No More Changes.

I was running through the "Mothers' Magazine" for March the other day and I ran across a little squib which I thought pretty good. Here it is:—

Sunday-school teacher: "Wouldn't you like to dwell in heaven, Johnny?"

Johnny: "No, ma'am. We've moved three times already this year, and I'm getting tired of helpin' pack up."

Overcome Vanity.

Mrs. F. McD.

The very reprehensible habit of praising the child before visitors, commenting upon its pretty clothes or pleasing appearance is probably the foundation of more vanity and more selfishness than any other one thing. When a spirit of vanity has thus been cultivated in a child, it is hard indeed to repair the mischief. Vanity has become a part of its mental make-up. It will be a handicap throughout life unless the parents begin early to eradicate the evil by constant cultivation of unselfishness.

A child should never be forced into a dark room when it is afraid to go. Besides being cruel, this is liable to produce serious results on the nervous system. Deplorable and sometimes dangerous consequences follow this method of punishment. —M. F. M.

How I Make Pin-Money.

We will pay \$1.00 each for the twenty best contributions, of your own experience, told in a few words. We cannot answer inquiries about such contributions. Each takes its turn; rejected contributions will not be returned under any conditions. Address Editor, "Pin-Money Contest," THE LARKIN FAMILY MAGAZINE, Buffalo, N. Y.

Wholesome Candies.—There is a district school near us, and in the country, good candy is a rare treat. I opened a small store with supplies of simple candies, pencils, pens, and paper, and found that

the patronage of the children supplied a pleasant addition to my income.—A. S.

Hotbeds for Early Vegetables.—My house is in a small village where early supplies of spring vegetables are not easily obtainable. Last year I built a hotbed in the garden and planted lettuce, radishes, and onions. This supply netted me a nice little sum, and furnished a pleasant occupation.—M. M.

Subscriptions.—I have taken subscriptions for papers and magazines, earning money and premiums.

I shall now try to earn valuable premiums by taking subscriptions for THE LARKIN FAMILY MAGAZINE.—Mrs. I. F.

Home Sewing.—During the past year I have earned many dollars by making separate collars to wear with shirtwaists. I have also crocheted lace and made tatting.—Mrs. F. M. C.

PREMIUM NEWS.

Vulcan Gas-Heater.

Given for five Certificates; or free with \$10.00 worth of Larkin Products.

No. 205. Front of Heater is cast-iron, oxidized copper finish. Burns a clear-blue flame, same as a gas range. Burner is inside a perforated cast-iron cone which becomes red hot, and all direct heat is radiated through the front opening, heating the lower part of room. The heat produced is moist, and free from unpleasant odors of gas. Can be set in a fireplace or in a room, as desired.

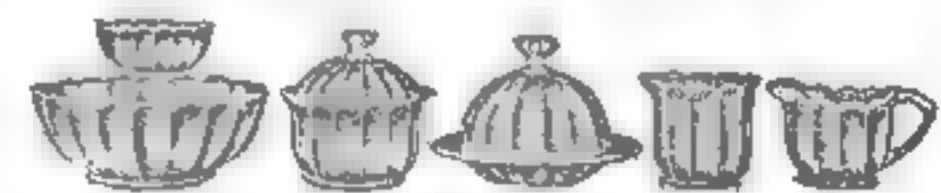


Height, 22½ in.; width, 14½ in.; depth, 9 in.; weight, 38¼ lbs. Burners are arranged for Natural Gas, only.

No. 305. Same as No. 205, except that burners are fitted for Manufactured Gas, only.

Pressed Glassware.

One Set given for one Certificate.



Fruit-Set No. 101. Seventeen pieces: 1 Sugar-Bowl, 1 Cream-Pitcher, 1 Butter-Dish, 1 Spoon-holder, 1 large Berry-Bowl, 12 individual Berry-Dishes. Colonial pattern in best quality pot-flint glass.

Water-Set No. 401. Large Pitcher and 12 Tumblers.



Hofi Indian Rugs.

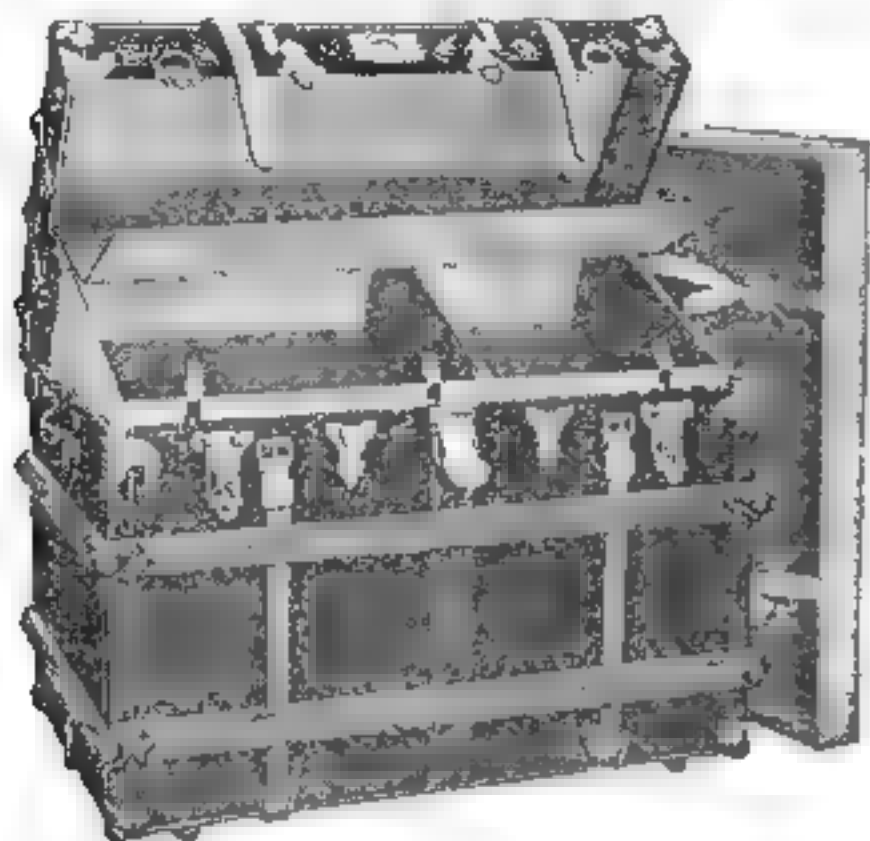
Size, 30 x 60 in. One given for one Certificate.

A durable matting Rug woven of tough paper fiber, with strong cotton warp; soft, pliant, warm and perfectly reversible.

Artistic design in pleasing combination-colors of Red, Green and Tan.

Trunk No. 8.

Given for eight Certificates; or free with \$16.00 worth of Larkin Products.



A well-made extra-strong Trunk, 35 in. long, 22½ in. wide and 24¾ in. high. Covered with heavy Duck and full cloth-lined; bound with 15 substantial Elm slats; fiber bands and corners closely nailed; heavy brass-plated steel knees, bolts and protectors.

Covered top tray is 7 in. deep with dress tray below 3¼ in. deep. Leather straps and handles. Weight, 56 lbs.

Parasol No. 31.

Given for one mail, 80 cents

A dainty white cover with row of white paragon Boxwood handle finish, with a bow

Certificate. To postage required.

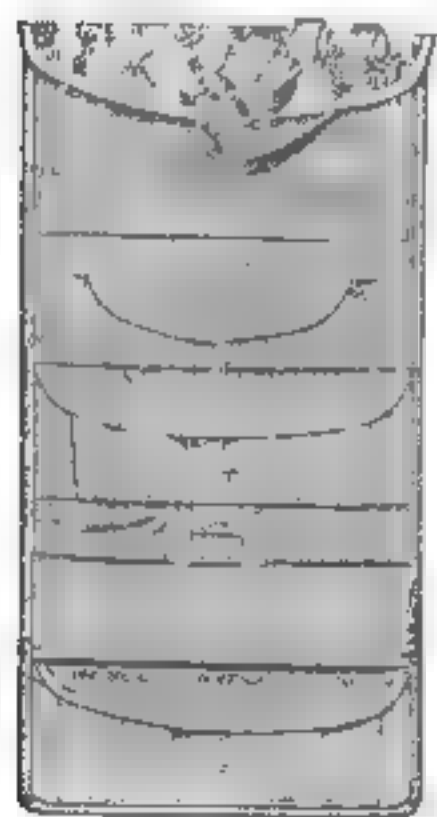
Parasol. Taffetine hem-stitching, on a frame, in natural-color of white ribbon.

Shirt-Waist Suit No. 901.

Sizes, 32 to 44. Given for one Certificate. To mail, 24 cts. postage required.

A two-piece washable Shirt-Waist Suit, made from standard print. Skirt measures 3¾ yds. around hem; has a 9-in. flounce. Waist is tucked and closes in front.

Choice of Simpson's Silver Gray or Checks, or American Indigo Blue.

Travelers' Toilet Case No. 71.

Given for one Certificate. To mail, 10 cts. postage required.

A useful and serviceable case for holding toilet articles. Composed of five pockets and two compartments, made of waterproof rubber sheeting, bound with white tape.

Outside covering is of fancy sateen, in delicate and attractive design, bound with cream-colored Mohair tape, with ties of same material.

Size opened, length, 21 in.; width, 9½ in.

White Wash Waists.

Given for one Certificate each.

No. 61. Waist is of sheer White Lawn. Front has a pointed yoke of fine tucking, bordered by Swiss embroidery of a filet design; back has two rows of fine tucks; collar and cuffs are finished with a filet insertion and edge. Has three-quarter-length sleeves, closes in back.

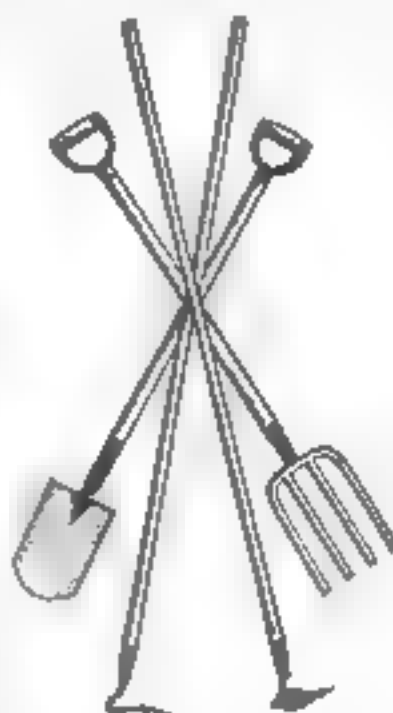
No. 71. Sheer White Lawn Waist. Front of waist has an 8-in. band of embroidery in filet and floral design, and cluster of fine tucks extending over the shoulders. Collar and cuffs are finished with fine tucks edged with Val. lace. Has three-quarter-length sleeves, closes in back.

No. 81. Full-length sleeves, closes in front. Otherwise same as No. 71.

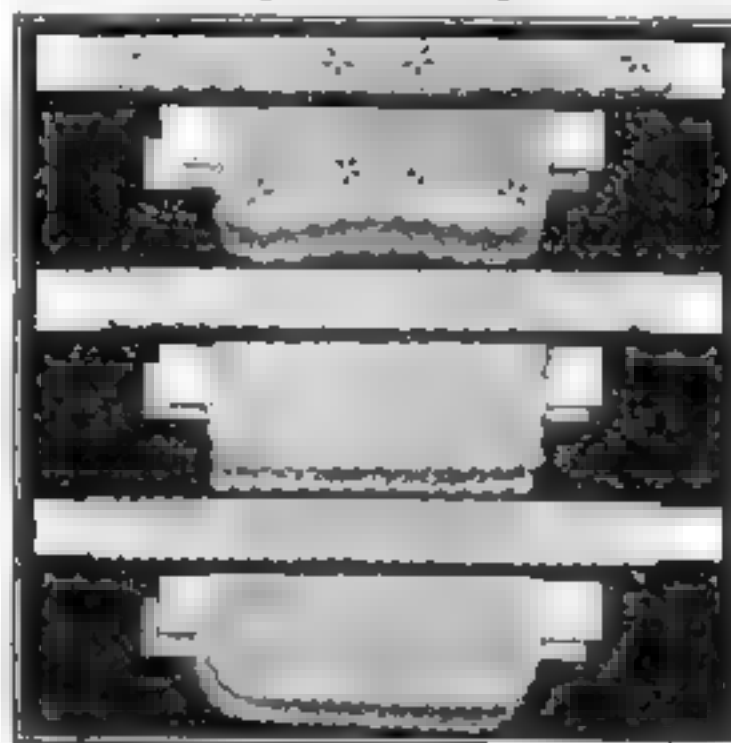
Floral Tool-Set.

Given for one Certificate.

Set consists of Hoe, Rake, Spading-Fork and Shovel. Every piece drawn from a solid piece of steel and tempered in oil. Not a toy set, but made for actual use among the flowers and in the garden.

**Collar-and-Cuff-Set No. 20.**

Three sets given for one-half Certificate. To mail, 5 cts. postage required.

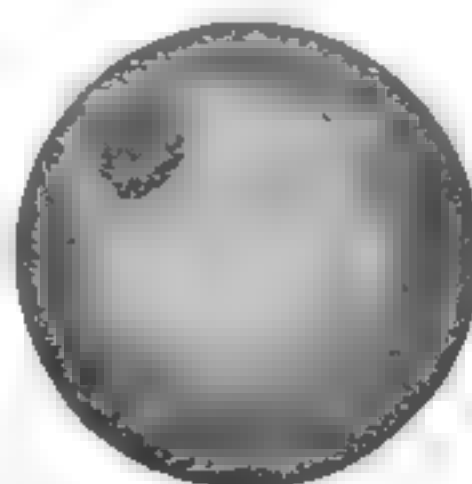


Made in fine lawn, embroidered in assorted designs. Each set is composed of one Collar and one pair of cuffs.

Foot-Ball No. 10.

Given for one-half Certificate. To mail, 14 cts. postage required.

Round black-rubber foot-ball, cloth lined; has reinforced seams, making it very strong and serviceable.

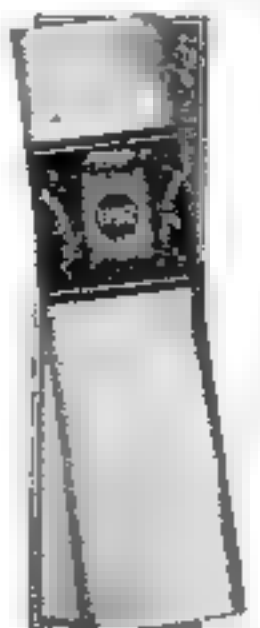
**Long-Cloth and Nainsook.**

From the celebrated King Phillip Mills. There is an ever-increasing demand for fine Long-Cloth and Nainsook, used in women's lingerie, Children and Infant's wear.

Long-Cloth is not so sheer as Nainsook, which is a fine, light-weight fabric. Width, 36 in. Shipped in 12-yd. pieces, only; each piece boxed.

No. 92. Long-Cloth. 12-yd. piece given for two Certificates.

No. 102. Nainsook. 12-yd. piece given for two Certificates.



(Continued on page 15.)

Larkin Carbolated Petroleum Jelly



Contains 3 per cent. of Carbolic Acid. This new Larkin Pharmacal Preparation will immediately take its place in the household as an efficient anti-septic application for wounds, cuts, burns, etc.

U. S. Serial No. 3315
Guaranteed under the Food and
Drugs Act, June 30, 1906.

Retail Value—Larkin List Price, 10 cts.

Your choice of \$20.00 worth of Larkin
Products for \$10.00.

Larkin Co.
BUFFALO, N. Y.

OUR YOUNG PEOPLE

THIS April number goes to press too early to permit of our telling you what our other girls and boys think of the new magazine. If the response we are receiving to our Prize Story Contest is typical of the reception that our young people will give the magazine itself, then we are indeed happy.

Next month we shall announce the winners of the Prize Story Contest. By the time you are reading this we shall already have judged the stories.

Do not hesitate to write us if there is something special you would like to see in this department. "Our Young People" is for you, so write whenever you care to. It will, of course, be impossible for us to answer the letters personally, but we will print such as are of interest to our other young people. Address Editor, "Our Young People", THE LARKIN FAMILY MAGAZINE, Buffalo, N. Y.

How To Secure the New Magazine Free.

THE LARKIN FAMILY MAGAZINE will be sent to any address for one year, postpaid, on receipt of twenty-five cents. We intend to make it worth a good many times twenty-five cents.

We want you to interest others. "Our Young People" is going to be written for you, not for the grown-ups. Send in your subscriptions addressed to the Larkin Co., and be sure of receiving the magazine every month—all for yourself.

To the hustlers among our boys and girls we make the following offer: *Send in three one-year subscriptions at 25 cents each and you will receive THE LARKIN FAMILY MAGAZINE for one year, free.*

If you secure ten subscriptions you will secure, free, any one-Certificate Premium of your own choice from the Larkin Product and Premium List.

Helping With the Housework.

We believe that our other girls would like to learn how you assist your mother with the housework, what different details of housework she intrusts you with, and which of these you like the best.

Why not write us just what sort of housework you find the most enjoyment in doing, and why. Such of the letters as we are able, we shall be very glad to publish in these columns.

Boys of Switzerland.

When William Tell and Arnold of Winkelreid took their stand against oppression, they found plenty of men to follow them to death or to liberty. Should a modern leader in Switzerland attempt to call up followers in arms for a similar crusade, he would probably not have the proverbial baker's dozen.

At least, when one reads what happens to boys who act at all like boys, he will be surprised that any boys stay in Switzerland, after they are old enough to understand what is said to them, or to walk two blocks without assistance. Here are some things a boy in Switzerland may not do, without something disagreeable happening.

If a boy throw a stone and hit a man, he may be fined three francs.

If a boy throw a snowball and hit a woman, he may be fined two francs.

If a boy call a girl a "redhead," he may be fined from two to four francs.

If a boy throw at frogs in a pond without being ordered to by his father or teacher, he shall be fined one franc.

If a boy throw a stone and break a window belonging to someone else, his father may whip him or he may be fined two francs.

If a boy make a face at his teacher, or draw pictures of him on his slate, or speak ill of him, he may be fined five francs and have to beg his pardon.

If a boy stone a dog or chase a cat, it is a fine of one franc.

If two boys fight without the consent of their teacher, it is a fine of three francs.

How much would you have paid out in fines for having already done every one of these things which are penalized in Switzerland? As somebody has aptly remarked, about all a Swiss boy can do and not be fined for it, is to have the measles and whooping-cough.

Our Workers.

We are anxious to learn how our girls and boys are progressing in earning Larkin Premiums. If you have formed any Clubs of late or made an especially good record, write us about it.

A Party Game.

A guessing contest which seems easy to most girls and boys when they hear of it, but proves more difficult than they supposed, is called Dis-united States.

Make an outline, nothing more, of each State in the Union. These must be drawn on separate cards or pieces of paper and be exactly like the outlines on the map. Have each card numbered and its number placed opposite the name of the State on a separate piece of paper, which is not shown until the contest is over.

You will be surprised at the mistakes made, for even those who have studied geography for years find it difficult to decide which State the outline stands for when it is all alone.

Each player writes his name on a slip of paper bearing the number he ventures to guess. The one who has the most correct answers should receive a prize.

Sometimes a river or a mountain sketched through the States in its proper place will give the guessers a better chance, but even then many funny blunders are sure to be made.

Going Camping, Girls?

Dear Girls:

As the camping season is drawing near perhaps it would not be amiss to tell you something about my trip last summer.

We camped at a popular resort on Lake Ontario. There were nine in our party including the chaperon. We were all out for a jolly good time, willing and ready for every plan. The expense of the trip was equally divided. There were innumerable camp-needs which we brought from home, thus lessening the expense.

Each did her share of the cooking, and two working together made this part of our venture very enjoyable. Each couple spent part of the previous day planning in advance, and all such plans were secret. Thus the rest of the party knew nothing of what they were going to eat until they were at the table. Then if anyone presumed to find fault in any way the guilty one was forced to forfeit five cents. Each had at the beginning contributed an equal sum toward the camp-treasury and into this all forfeits were paid.

Now really, girls, five cents doesn't seem much, does it?, but just consider how much we ate, breakfast, luncheons (Oh! so many) and dinners. If the breakfast coffee wasn't at all like mother made and the scalloped potatoes for dinner so hard that our teeth refused to bite, we bravely swallowed each piece whole and said not one word,—we were camping out. Also one least bit of fault finding meant one less nickel in our purse, one less to spend at the roller-skating rink in the park. In the latter we had more than one of our good times and (whisper it softly) more than one fall, alas for our pride.

Shortly after our first dinner at camp a committee of three was appointed to make terms with the boatman for renting a boat for the party, the money to pay for same of course coming from the treasury.



"CONTENTMENT"

First Prize, Genre Photo, February Contest, Taken by Mrs. W. D. Ferrell, Chicago, Ill.

One day we set aside as "Mother's Day." We invited all our mothers, younger sisters and brothers and made this a red letter day, entertaining them royally. We were really well reimbursed for our hospitality, as our mothers, with their usual foresight brought us many delicacies (such as only mothers know how to make) for the camp-table.

By taking photographs we have been able to review our good times many times since, as well as being able to more clearly explain to our friends the different things we did.

Your friend, L. M.

ITEMS OF INTEREST

Four minutes and 29 1/4 seconds is man's record for staying under water.

It requires 3,200 conductors to keep New York street car passengers stepping lively.

Cabbages in Cuba grow to such a size that a single head often weighs 20 pounds.

The film of a soap bubble is so thin that 50,000,000 of them would be required to make one inch.

China and Japan produce 12,500 tons of silk annually, but about 60 per cent. of this is retained for home use.

A good locomotive will travel about 1,000,000 miles before it wears out. With ordinary care it ought to last 12 years.

Experiments made by German scientists show that butter keeps best when preserved with from 8 to 5 per cent. of salt. If the proportion of salt is higher than that the results are less satisfactory.

Probably the oldest minister of the Gospel in the world is the Rev. John Shaeffer, who recently celebrated the 102d anniversary of his birth at North Benton, Ohio. For sixty years Mr. Shaeffer has preached each Sunday.

The deepest part of the Mediterranean is near Malta. The depth is 14,136 feet.

The immense indirect cost of warfare is illustrated by the fact that the Spanish-American war cost \$1,000,000 a day for over a year, although hostilities occupied but three months.

All watches are compasses. Point the hour hand to the sun and the south is exactly half way between the hour and the figure XII. on the watch.

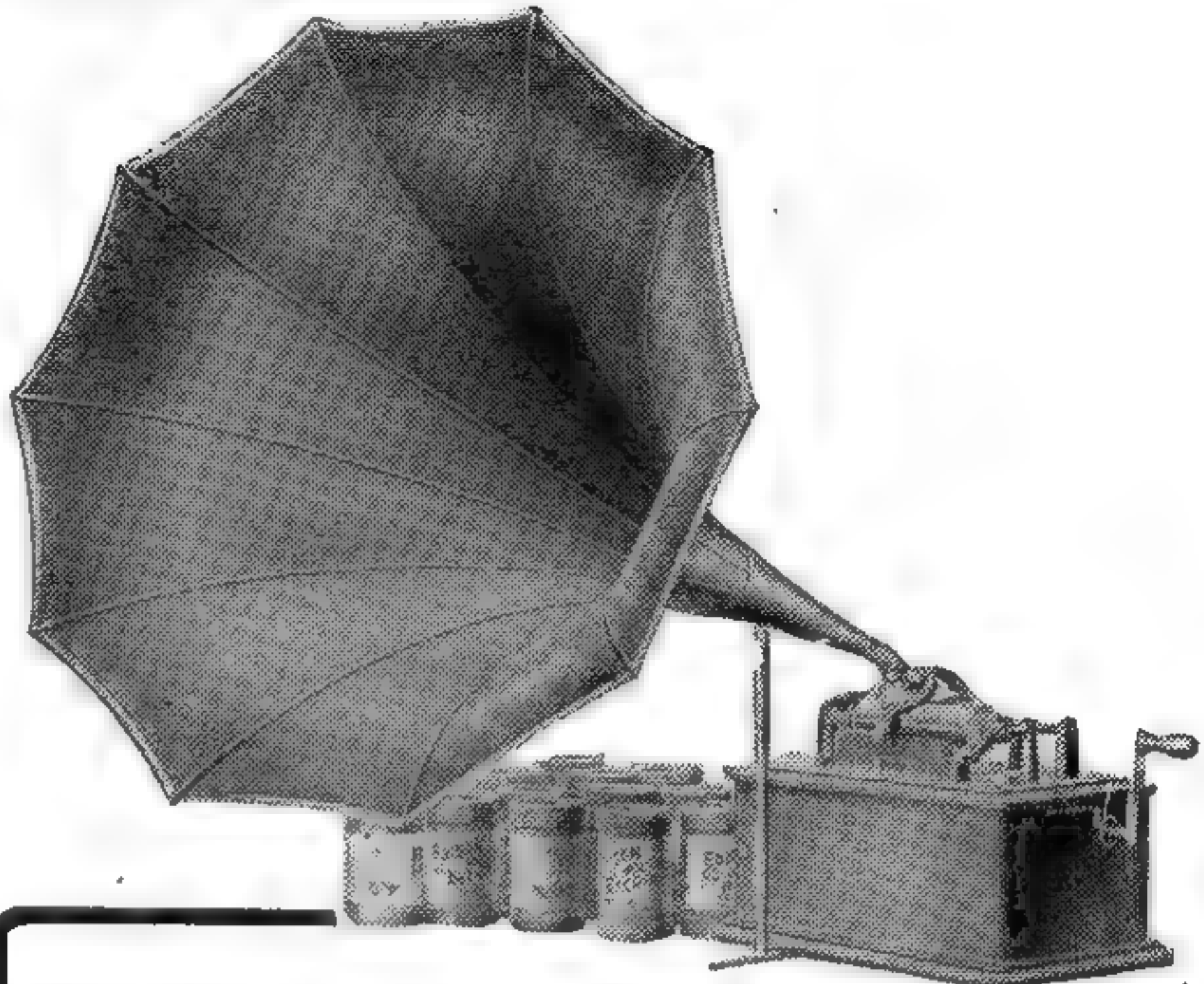
The world's greatest timber belt is to be found in the counties of Clatsop, Columbia, Washington, Tillamook, Coos, Douglas and Lane, in Oregon.

Louis Kauffeld, an Indiana inventor, has produced glass of extraordinary toughness. It is said that water may be boiled in a lamp chimney of the new kind of glass, that the chimney may be used to drive nails, and that it may be taken from ice water and thrust into a flame without cracking.

To get an extra knot or two out of an ocean liner involves an expense out of all proportion to the increase of speed. Thus, for a speed of 25 knots the consumption of coal is more than twice as great as for 20 knots; while to add another knot to the 25 in crossing the Atlantic a vessel like the Lusitania would require an additional 1,250 tons of coal.

A somewhat peculiar Japanese industry is the production of ornaments from coal. The miners save the best and hardest pieces of coal, these being cut in many different shapes and mounted in rings, trinkets, chains, the handles of umbrellas and sticks, or other novelties. A chain composed entirely of solid coal was recently sold, each link being perfectly cut.

A remarkable burglar-proof safe has been placed in the Bank of England. At night the safe is lowered by cables into an impregnable metallic lined sub-vault of masonry and concrete. After reaching the bottom it is fastened down by massive steel lugs, operated by a triple time-lock. Until these lugs are released automatically at a desired time no human agency can raise the safe, and to break in through a mass of stone and concrete which measures ten feet by ten feet by sixteen feet with dynamite would wreck the building without making it possible to get at the safe.



WHY DON'T YOU GET THIS PHONOGRAPH ON FREE TRIAL?

For almost three years I have been making the most liberal phonograph offer ever known! I have given hosts of people the opportunity of hearing the genuine Edison Phonograph right in their own homes without a cent of cost to them.

So far you have missed all this. Why? Possibly you don't quite understand my offer yet. Listen—

My Offer I will send you this Genuine Edison Standard Outfit (the newest model), complete with one dozen Edison Gold Moulded Records, for an absolutely free trial. I don't ask any money down or in advance. Absolutely nothing but a plain out-and-out offer to ship you this phonograph and a dozen records on a free trial so that you can hear it and play it in your own home. I can't make this offer any plainer, any clearer, any better than it is. There is no catch about it anywhere. If you will stop and think just a moment, you will realize the high standing of this concern would absolutely prohibit anything except a straightforward offer.

Why I Want to Lend You This Phonograph:

I know that there are thousands and thousands of people who have never heard the Genuine Edison Phonograph. That is why I am making this offer. I can't tell you one-twentieth of the wonders of the Edison, nothing I can say or write will make you hear the grand, full beauty of its tones. The only way to make you actually realize these things for yourself is to loan you a genuine Edison Phonograph free and let you try it.

YOU DON'T HAVE TO BUY IT:

All I ask you to do is to invite as many as possible of your friends in to hear this wonderful new style Edison. If not a single one of them orders a Phonograph (and this sometimes happens) I won't blame you in the slightest. I shall feel that you have done your part when you have given these free concerts. You won't be asked to act as our agent or even assist in the sale of a single instrument.

IF YOU WANT TO KEEP IT

—you may do so, but it is NOT compulsory. I am asking you merely to send for a free demonstration. If you do wish to keep it, either remit us the price in full, or if you prefer, we will allow you to pay for it on the easiest kind of payments.

OUR EASY PAYMENT PLAN

I have decided on an easy payment plan that gives you absolute use of the phonograph while paying for it. \$2.00 a month pays for an outfit. There is absolutely no lease or mortgage of any kind.

Get The Latest Edison Catalogs

Just send me your name and address. I will send you our superbly illustrated Edison Catalog, the latest list of Edison Gold Moulded Records (over 1,500 in all languages) and our Free Trial Certificate entitling you to this grand offer. No obligations, just get the catalog. A postal card will do, but you must send me your name and address right away. Address, F. K. Babson, Edison Phonograph Distributors, Edison Building, Chicago.

F. K. BABSON *Thomas A. Edison*
Edison Phon. Distrib'ts, Edison Bldg., Dept. CHICAGO

CORNISH

Pianos and Organs Sent On Free Trial



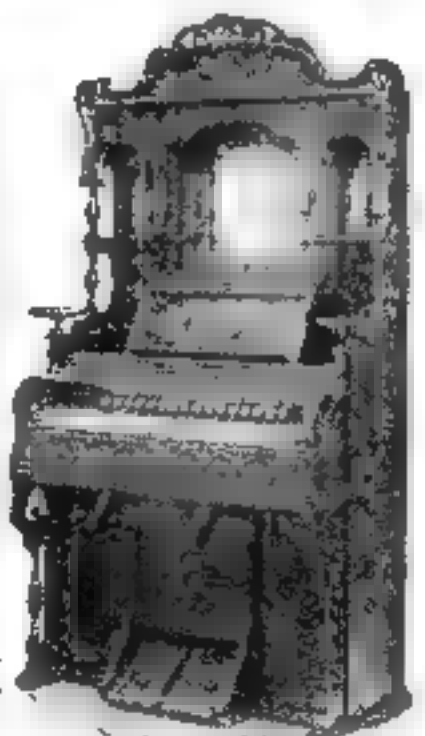
\$25 CASH DOWN
Balance on easy installment plan. We save you \$100 to \$200 on the purchase of a piano. We have been doing this same thing for over 50 years.

Do Not Buy a Piano or Organ Until You Have Read the Cornish Book

Let us show you how you can obtain a highest grade Piano or Organ for a year's free trial before you need decide to keep it. We will send you Free the **WONDERFUL CORNISH BOOK**, the most beautiful and artistic piano and organ catalogue ever printed, showing the choicest of our 50 styles in miniature. Do not think of buying a piano or organ until you have read this book. Every intending purchaser should have it, for by following the Cornish plan you save one-half.

We give you two years credit if needed. Let us explain to you how you can buy a first-class piano as low as any dealer and why no manufacturer who sells through dealers can quote you as low prices as we do.

\$10 CASH DOWN
Balance on easy installment plan. Save one-half—buy on the Cornish plan.



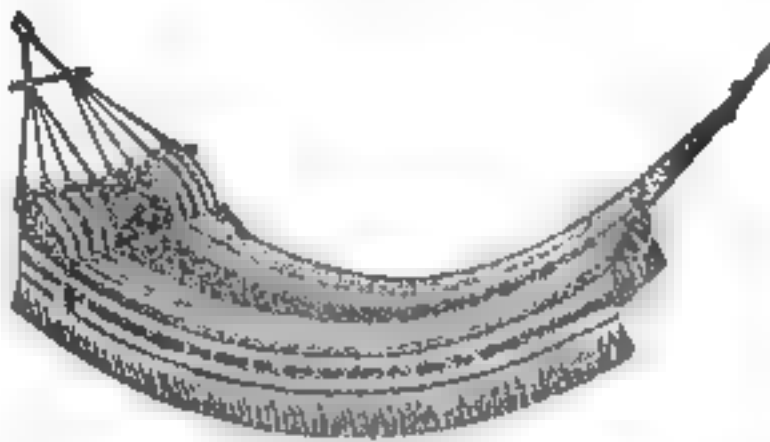
CORNISH CO. Washington, N. J.

PREPARE FOR SUMMER

By obtaining that Hammock, Hammock-Chair or Lawn-Swing. A full line is shown in the Larkin Product and Premium List, mailed, postpaid, on request.

HAMMOCK No. 2

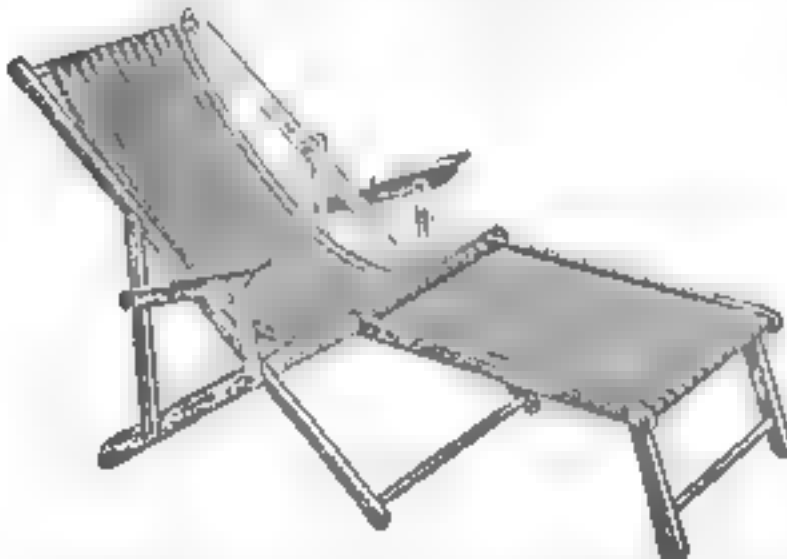
Given for two Certificates.



Heavy Jacquered weave; attractive design in green and gold. Size, 38 x 84 in. Has large tufted throw-back pillow with cord and tassels; valance, 15 in. deep. Curved concealed spreader.

HAMMOCK-CHAIR No. 31

Given for one Certificate.

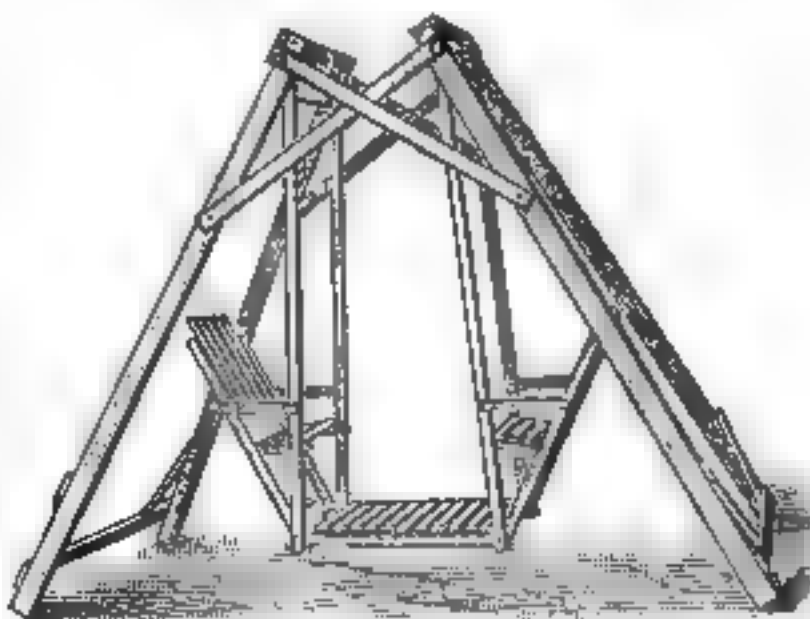


Made of hardwood, finished natural color and varnished. Covered with fancy-striped duck, securely fastened without the use of tacks. Adjustable to four positions. Folds compactly.

LAWN-SWINGS

No. 3. Two-passenger Swing. Given for three Certificates.

No. 4. Four-passenger Swing. Given for four Certificates.



Hardwood throughout. The frame is heavily painted bright red; the seat and hangers are natural color, varnished.

Height when open, 7½ ft.; width at base, 5 x 7½ ft. Weight, about 100 lbs.

Larkin Co. BUFFALO, N. Y.

or any Larkin Branch.

HOUSEHOLD HELPS

Take about a half teaspoonful of sugar and fill up the spoon with Larkin Glycerine to relieve coughs and croup.—Mrs. G. W. G.

To mend torn or rent knit-underwear; place the portion of the garment to be mended in an embroidery-ring, stretch tightly, apply the patch on the under-side, and stitch back and forth upon the sewing-machine until nicely darned. This makes a very neat patch.—Mrs. G. A. B.

Lamp-lighters can be easily made by cutting old post-cards into ¼-inch wide strips, for they burn readily, do not give off sparks, and leave scarcely a trace of ashes.—Mrs. G. J. D.

To shrink gingham before making up: Do not entirely unfold, but dampen well between folds with hot water. Then roll tightly in a cloth, leave for several hours, and then press with hot irons. The gingham will shrink perfectly and if done carefully will not wrinkle.—Mrs. F. A. K.

Put a piece of brown paper over ribbon when ironing it and ribbon will look like new.—Mrs. R. E. R.

When sewing-machine runs hard, oil it all over with kerosene and run the machine without sewing long enough to let the oil reach every crevice, then oil with Larkin Machine Oil. It will run much easier.—Mrs. A. V.

Varnish is death to the most persistent bug. It is easily used and improves the looks of furniture. The application must, however, be through the slats, sides and every crack and corner.—Mrs. Geo. B.

Keep all clippings, poems and recipes such as you find in your newspaper. Have a book to paste them in and you will be surprised how many times they will be of considerable assistance.—Mrs. J. W. W.

To fasten buttons on shoes make small holes in the leather, and run the shank through, then run a shoestring through them, fastening at top and bottom.—Miss M. W.

To the mother whose purse is somewhat limited, and who has a family of small girls, let me tell you how I manage the hair-ribbon problem. I always buy the best of gingham for school dresses, and for each dress I cut out bias pieces the desired width, and after hemming nicely, I find I have very pretty hair ribbons for school wear, silk ones for best. I think I have the hair-ribbon problem solved at a very small cost, and besides the gingham ones laundry nicely with Boraxine and outwear the silk ones.—Mrs. B. M. V.

Have bright pictures on your kitchen walls, and also plenty of light. That helps as much as anything.—Mrs. A. J. V.

Leave your register open and cover with a wet cloth when shaking down the furnace, then no dust is left in pipes and none gets into the room. Some housekeepers shut the register and when opened the hot air blows the dust into the room.—Mrs. H. L. U.

The Care of the Nails.

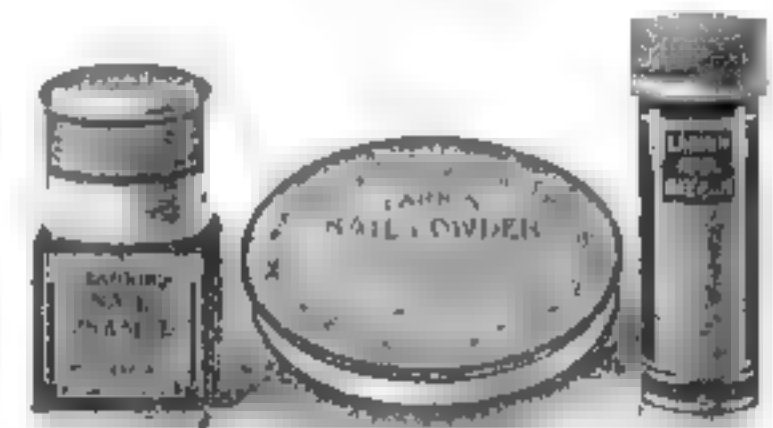
It is without doubt one of the distinguishing characteristics of gentlewoman or gentleman that the nails be carefully cared for, that an even white crescent show at the base of the nail, and that the rest of the nail be pink and rosy.

It is not necessary that any great amount of time be spent on the nails. An hour a week or even less should suffice to keep them in first-class condition.

The first attention to be given them is the trimming and filing. If the nails are especially long the Larkin Nail Clipper should be used and followed with a file. They should then be soaked in warm soapy water, after which an emery-board will rub off the rough edges and shape the nail into the natural curve of the finger.

Taking an orange-wood stick, dip it into lemon juice and Larkin Nail Bleach, running it carefully under the nails and around the cuticle. The latter should be pushed gently back, exposing to view the white crescent, known as the lunella. Never use scissors to trim the cuticle; the result will generally be very ragged.

A little Larkin Nail Enamel should now be placed on the nails, some Larkin Nail Powder on the buffer, and we are ready for the polishing. After polishing with the buffer the nails may be rinsed off with a dash of tepid water and then polished with the palm of the hand. This oftentimes



gives a higher polish than when the buffer is used alone.

We have illustrated here a few aids for the manicuring. A new Product, Larkin Nail Buffer, will be found described in detail on another page. Reference to the Larkin Product and Premium List will show Manicure-Set No. 52 complete in every detail.

Recent Additions to the List of Larkin Products.

Face Powder—White, Pink, each,	25 cts.
Dye, 17 colors, package, each,	10 "
Hair Brushes,	50 "
Darning Needles,	5 "
Jockey Club Perfume, 1-oz.,	50 "
Varnish Brushes,	20 "
Shelf Paper, 30 yds.	30 "
Writing Ink, black,	10 "
Writing Tablet, 100 sheets ruled,	10 "
Naphtha Washing Compound,	15 "
Roasted Cereal (coffee substitute), 1-lb.	15 "
Dress Shields, 1 pr., sizes 3 and 4,	25 "
Lilac Perfume, 1-oz.,	50 "
Lilac Toilet Water, 4-oz.,	50 "

Do not forget that ten subscriptions secured for THE LARKIN FAMILY MAGAZINE entitle you to one Certificate. Write us stating that you wish to be a Subscription Agent. We will mail you sample copies, etc.

Here and There at Easter-tide.*(Continued from page 3)*

cruelty far outclasses the devout austerity of other lands. In New Mexico there is a religious fraternity known as the Brothers of Penitence. For over a century this sect, not monks but ordinary farmers and traders, have celebrated the week before Easter with the most horrible self-tortures. Several years ago this horrible practice even went to the extent of crucifying one of their own members. Extended efforts have been made to put an end to such practices but with increasing interference on the part of outsiders the sect have become more secretive.

Should we chance to be in Russia at Easter-tide there would be vouchsafed us the viewing of a curious custom. Two people, even strangers, chancing to meet on the street would give rise to the following dialogue:

"Christ is risen!" one would say.

"He is risen indeed," would be the response, followed by the exchange of a kiss. To us the sight of two bearded citizens kissing each other might seem to verge on the ludicrous but in Russia is but a natural survival of Apostolic customs.

Taken as a whole the observance of Easter-tide and its quaint and curious traditions seem to be growing every year.



Pilgrims passing over the Via Dolorosa on their knees.

There was a time not long ago when the observance of Easter in the United States was confined to a few churches alone.

It has come to be one of those semi-religious holiday seasons which serve to bring mankind into closer touch with his fellow-man, it symbolizes the coming of spring, the awakening of new life, and as such should be gratefully accepted by all.

An Appreciative Word.

Mrs. E. D. Hall, N. Tonawanda, N. Y., writes: "I have read with much pleasure and interest the new LARKIN FAMILY MAGAZINE, and I trust that we members of the great Larkin Family may be able to join our efforts with yours in making it a complete success. It will surely be a helpful and welcome visitor in every household that it enters."

PREMIUM NEWS.*(Continued from page 11)***Gold-Plated Clock No. 22.**

Given for two Certificates.

Frame is cast spelter finely finished and plated with pure gold; lacquered to prevent tarnishing.

One-day guaranteed New Haven movement. Diameter of dial, 2 in.; height of clock, 8½ in.

Royal Granite Steel-Ware Set No. 905.

Given with \$10.00 worth of Larkin Products, or for five Certificates.

A beautiful mottled-gray Enameled ware, with a hard vitreous surface.



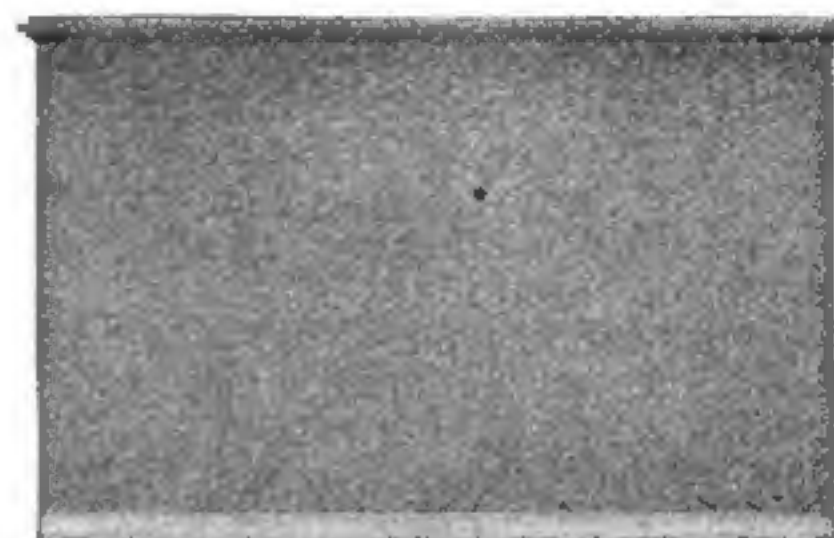
Set consists of 24 utensils, one each:—7-qt. Teakettle, 2-qt. Teapot, 2-qt. Coffee-Pot, 5-qt. Preserving-Kettle, 10-qt. Preserving-Kettle, 2-qt. Pudding-Pan, 4-qt. Pudding-Pan, 6-qt. Berlin-Kettle, 10-in. Colander, 14-qt. Dish-Pan, Drinking-Cup, Rice-Boiler, 14-in. Spoon, Ladle, Wash-Basin, Biscuit-Pan, 2-qt. Covered Bucket,

10-qt. Water-Pail, 3-qt. Milk-Pan, 2½-qt. lipped Sauce-Pan, 5-qt. lipped Sauce-Pan, 6-qt. Berlin Sauce-Pot and two 9-in. Pie-Plates.

Window Shades No. 51.

Three given for one Certificate.

Made from Sun-proof Oil-finished Opaque, mounted on reliable spring-rollers; complete



with slats and brackets; shipped in sets of three, only.

Size, length, 6 ft.; width, 36 in. only.

Choice of three colors;—No. 6, Dark Green; No. 32, Medium Tan; No. 41, Olive Green.

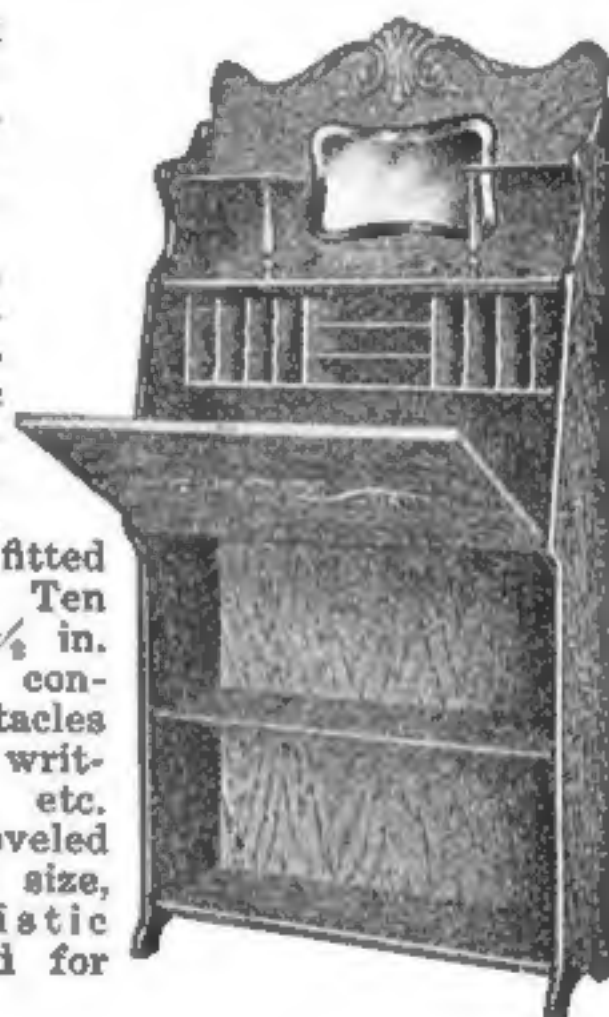
Chautauqua Desk No. 45.

Given with \$10.00 worth of Larkin Products, or for five Certificates.

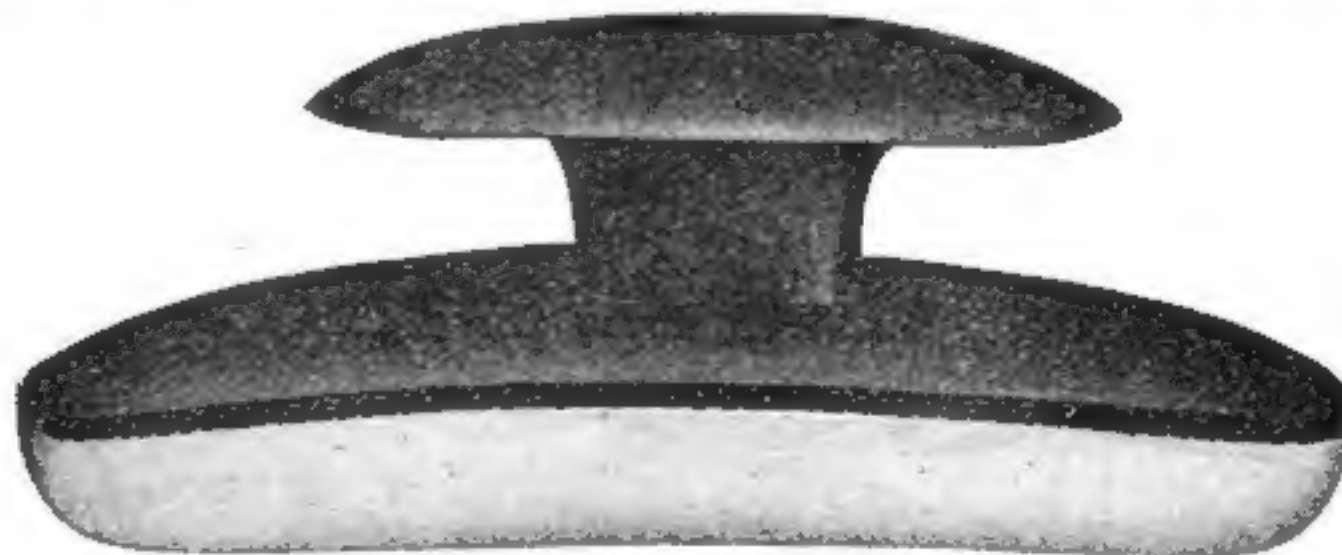
The ever-popular Chautauqua Desk No. 5 in a slightly modified form, hence given a new offer-number.

Solid oak; Golden Oak polished finish. Height, 61 in., width, 30 in., depth, 12 in.

Has three roomy bookshelves and two bric-a-brac shelves. Writing-bed, 26 in. deep, 29½ in. high. Drop-lid fitted with lock. Ten pigeon-holes 4½ in. deep provide convenient receptacles for envelopes, writing-paper, etc. French-plate beveled pattern-mirror, size, 8 x 14 in. Artistic carvings. Rod for curtain.



FOR THE CARE OF THE HANDS
LARKIN NAIL BUFFER



The buffer is 5 in. long, padded with elastic felt and covered with heavy, white chamois bound with a silk cord. It has a solid Ebony back and handle. This new Product is a necessary adjunct to Larkin Nail Powder.

RETAIL VALUE (LARKIN LIST PRICE), 50 CENTS.

Your choice of \$20.00 worth of Larkin Products for \$10.00.

Larkin Co. BUFFALO, N. Y.
or any Larkin Branch.

ONE-MINUTE STORIES

One on the Fish.

"Doin' any good?" asked the curious individual on the bridge.

"Any good?" answered the fisherman, in the creek below. "Why, I caught forty bass out o' here yesterday."

"Say, do you know who I am?" asked the man on the bridge.

The fisherman replied that he did not.

"Well, I am the county fish and game warden."

The angler, after a moment's thought, exclaimed, "Say, do you know who I am?"

"No," the officer replied.

"Well, I'm the biggest liar in eastern Indiana," said the crafty angler, with a grin.— *Recreation.*

The Irrepressible Yankee.

No one has been found who cares to take the responsibility of the following conversation, reputed to have occurred at Windsor Castle. One is almost inclined to believe it of American origin.

An American tourist, of the feminine sex, addressed herself to a gentleman standing near-by as follows, "Butler, any chance to get a glimpse of the Queen?"

With superb grandeur he said, "Madam, I am not the butler. I am the Prince of Wales."

Quick as a flash came the reply. "How lucky! Is your mother in?"

The Man Who Did.

Mrs. Susan Young Gates, the daughter of Brigham Young, is a trustee of the Salt Lake University and a lecturer of note.

"Woman must work for her own advancement," she said in a recent address in Salt Lake City, "but she must not selfishly neglect her other duties for this work."

"Is there a man present," a female lecturer once shrieked, "who has ever helped in the slightest degree to lighten his wife's burden? Is there a man here that has ever gotten up at five o'clock, leaving his tired wife to sleep on undisturbed, and, dressing, quietly go down stairs, rake up the fire, cooked breakfast, washed and dressed the children, scoured the pots and pans, swept the kitchen, scraped the dishes, and done all this if necessary day after day without complaint?" The lecturer looked her audience over with disdain. "If there is such a man here," she said, "let him rise. Let the man rise, that all may see and praise him."

"Then a mild little man in a back seat rose timidly. He was the lecturer's husband."

Hard on the Doctor.

Robert Smith, brother of Sydney Smith, and an ex-Advocate-General, on one occasion engaged in an argument with a physician over the relative merits of their respective professions.

"I don't say that all lawyers are crooks," said the doctor, "but you'll have to admit that your profession doesn't make angels of men."

"No," retorted Smith; "you doctors certainly have the best of us there."

The Early Bird.

A young Harvard man, through family influence, obtained a position as confidential clerk in the office of a well-known railroad president. The first morning he got down to the office at nine o'clock. He found the president hard at work.

On the second morning he presented himself at 8.30. Again he found his chief there ahead of him, working diligently. The third day he managed to make the office at eight. There was the president already buried in business.

By great exercise of will-power he managed to show up at the office before 7.30 on the next morning. But there was his chief working away as if he had not left his desk at all.

As the clerk entered, the president looked up at him with a quizzical air. "Young man," said he, "what use do you make of your forenoons?"

Practical vs. Theoretical.

In the State of Washington a railway bridge had been destroyed by fire, and it was necessary to replace it at once, says the Dundee Advertiser. The bridge engineer and his staff were ordered in haste to the place. Two days later came the superintendent of the division. Alighting from his private car, he encountered the old master bridge builder. "Joe," said the superintendent, "I want this job rushed. Every hour's delay costs the company money. Have you got the engineer's plans for the new bridge?"

"I don't know," drawled the bridge builder, "whether the engineer has got the picture drawn yet or not; but the bridge is up and trains is passin' over it."



No. 118. Partly Open, Automatic Lift.

NEW HOME SEWING MACHINES

ARE built upon honor. Nothing but the very best grade of material enters into their make-up. The "NEW HOME" has all the advantages derived from a long manufacturing experience.

If you are thinking of purchasing a Sewing Machine, write us for terms and prices.



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SAVES SOAP

LESSENS LABOR

LARKIN WATER-SOFTENER COMPOUND

It makes the hardest water soft. Is six times stronger than borax.
For bath, laundry and general household use.

In many parts of the country the water is so hard that it is difficult to obtain a copious lather from the best of soap. If this is *your* case, use Larkin Water-Softener Compound.

When the water is hard the lime therein tends to neutralize the alkali in the soap. This wastes the soap. A bit of this new Larkin Product will precipitate the lime in the water and render it harmless to skin or most delicate fabric. Then the soap may act as a free agent, unhampered by the lime contained in hard water. A trial will convince you of its usefulness.

Per pound package, 15 cents.



ICE-CHESTS

The White Frost Ice-Chests are constructed in the same manner as the White Frost Refrigerators, except that the ice is placed in the bottom, and the provision-basket, which has two wire shelves, is placed over the ice.



EXTERIOR VIEW

No. 110. Given with \$10.00 worth of Larkin Products for \$15.00, or free with \$20.00 worth, or for ten Certificates.

Height, 32 in.; diameter, 21 in. Ice-capacity, 35 lbs.

No. 312. Given with \$10.00 worth of Larkin Products for \$17.00, or free with \$24.00 worth, or for twelve Certificates.

Height, 34 in.; diameter, 23 in. Ice-capacity, 50 lbs.



CROSS-SECTIONAL VIEW

ONE-MINUTE OIL-STOVES

No wicks or lighting rings—Kerosene oil converted into gas. Light can be brought to a full head in one minute. Gives clear blue-flame of intense heat, without smoke or soot. Tank holds one gallon of oil.



No. 86

No. 86. Given for six Certificates.

Two-burners; height, 12 in.; size of top, 15 x 22 in.; weight, 24 lbs.

No. 208. Given for eight Certificates.

Three-burners; height, 12 in.; top, 15 x 31 in.; weight, 34 lbs.

No. 610. Given for ten Certificates.

Three-burners; height, 30 in.; top, 18 x 33 in.; shelf, 7 x 15 in.; weight, 50 lbs.



No. 308

No. 308. Given for eight Certificates.

Two-burners; height, 30 in.; top, 18 x 25 in.; size of shelf, 7 x 15 in.; weight, 37 lbs.

Factory-to-Family
Soapmakers, Perfumers, Chemists, Refiners,
Importers, Food Specialists.

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Larkin Co.

ESTABLISHED, 1875.

Factories, Laboratories and General Offices,
BUFFALO, N. Y.

New Pieces in Cut-Glass

We present to our customers some new offers in rich Cut-Glassware, of handsome shape and beautiful design. As useful as ornamental.

Jug No. 24. Given for four Certificates.

Heavy brilliant cutting. On each side, is a pin-wheel and a large sunburst-star; cut-star bottom; notched handle. Height, 10 in.; capacity, 3 pts.



Cruet No. 72. Given for two Certificates.

Three French-Stars around side; cut-star bottom; fluted and notched neck; notched handle and cut stopper. Height, 6¾ in.



Sugar-Bowl and Cream-Pitcher Set No. 42. Given for two Certificates.

Pin-wheel star on each side; cut-star bottom; notched handle.

Height, 2⅞ in.; diameter, 3¼ in.



Bowl No. 33. Given for three Certificates.

Four French-Stars and four panels of diamond cutting around the side; has a large French-Star on bottom. Height, 4 in.; diameter, 8 in.

To Mothers

Provide Baby with a Springy and Comfortable Go-Cart

With a fresh brisk spring wind blowing, put some soft warm wraps into one of our roomy Go-Carts and take the baby out. Comfort for the baby and convenience for the mother. Three popular styles are shown here. Our Product and Premium List contains entire line.

Adjustable and Collapsible Go-Cart No. 65

Given with \$10.00 worth of Larkin Products, or for five Certificates.

Sides, back and dash made of closely woven flat Reeds. Reed seat, 10½ x 13½ in. Back, 14½ in. high. Green-enameled collapsible steel gear.

Good springs; 10-in. rubber-tired wheels. Handle 35 in. from floor.



No. 65.

Adjustable Go-Cart No. 18

Formerly given for ten Certificates.

Given with \$10.00 worth of Larkin Products for \$13.00; or free with \$16.00 worth, or for eight Certificates.

Seat and back upholstered in narrow-wale Corduroy. Choice of Tan or Green. Body made of fine, closely woven Reeds; white lace 22-in. parasol, green-lined. Cart has 16-in. steel wheels, with extra-heavy rubber tires and rubber hub-caps. Gear enameled Dark Green.



No. 18



No. 510

Adjustable and Collapsible Go-Cart No. 510

Given with \$10.00 worth of Larkin Products for \$15.00; or free with \$20.00 worth, or for ten Certificates.

Made of selected round Reeds; natural finish. Green enameled gear is complete with double-coil springs, 12-in. rubber-tired steel wheels and foot-brake. Cart has 18-in. Brussels-net parasol with three ruffles and deep flounce and green lining; new nickel-trimmed maple handle, 36 in. from floor. When folded, Cart occupies a space 20x22 in. and can be carried on a car or train. Seat and back-cushions, and sides, are upholstered with heavy block-pattern Velour. Choice of Red or Green.

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